

# GRAIN DEALERS JOURNAL

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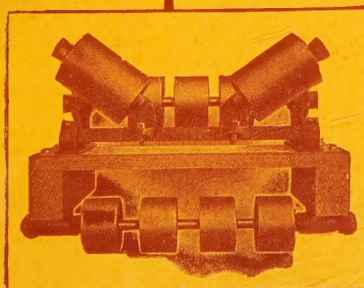
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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

## AMARILLO, TEX.

Early Grain & Elev. Co., whol. grain, hay, seed.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.  
Corn Belt Grain Co., grain and mill feed.  
Washer Grain Co., S. R., receivers and shippers.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.\*

## BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Commission Co., grain commission.  
Blackburn & Co., C. F., grain receivers, exporters.\*  
Clark & Sons, Thos. S., grain receivers.\*  
England & Co., Chas., grain, hay.\*  
Fisher & Co., John T., grain receivers and expts.\*  
Frame, Knight & Co., commission merchants.  
Gill & Fisher, receivers and shippers of grain.  
Hammond, Snyder & Co., Inc., receivers, expts.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Herzer & Son, Gustav, grain, seeds, hay.  
Jones & Co., H. C., grain and hay.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, grain receivers.\*  
Steen & Bro., E., hay and grain.\*

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.\*

## BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain feed shippers.

## BLACKWELL, OKLA.

Beutke Bros., hay, grain and alfalfa meal.

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.  
Hasenwinkle Grain Co., brokers.  
O'Neill & Gyles, grain brokers.  
Slick & Co., L. E., buyers and shippers.

## BOSTON, MASS.

Chamber of Commerce Members.  
Benzaquin, Matthew D., grain brokerage, com'n.  
McLean-Alpine Co., The, hay and grain.  
Ranlet Co., The D. W., grain and mill feed.

## BOURBON, IND.

Delp Grain Co., E. E., grain and mill feeds.

## BUFFALO, N. Y.

Corn Exchange Members.  
Alder-Stofer Grain Co., grain commission.\*  
Buffalo Cereal Co., grain.\*  
Burns Grain Co., grain commission.  
Churchill Grain & Seed Co., buyers, shippers.\*  
Collard, C. E., grain merchant.  
Eastern Grain Co., grain commission.\*  
Electric Elevators & Mfg. Co., recvs. and shippers.\*  
Harold, A. W., grain, barley a specialty.  
Heathfield, W. G., strictly commission.  
Irwin, Dudley M., barley.  
Pratt & Co., grain commission.\*  
Ratcliffe, S. M., consignments solicited.  
Spann Grain Co., O. G., gn. com., barley a specialty.  
Townsend-Ward Co., grain commission.\*  
Whitney-Eckstein Seed Co., seeds.

## BUSHNELL, ILL.

Cole, G. W., grain broker.

## CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receivers and shippers.\*  
Halliday Elevator Co., corn, oats.\*  
Halliday Mfg. Co., H. L., soft, red winter wheat.  
Magee Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

## CELINA, O.

Palmer-Miller Gr. Co., track buyers of grain.

## CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

## CHAMPAIGN, ILL.

Baldwin & Co., H. I., grain brokers.  
Edwards, A. H., grain broker.

## CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. P., receivers and shippers.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Barrell & Co., Finley, grain, stocks, provisions.\*  
Bennett & Co., Jas. F., commission merchants.\*  
Carhart-Code-Harwood Co., grain commission.  
Colvin & Co., Wm. H., grain brokers.  
Crighton & Lasier, grain commission.\*  
Cummings Grain Co., R. F., grain merchants.  
Delany, Frank J., commission merchant.  
Dickinson Co., The, Albert, seeds.  
Dele & Co., J. H., grain and seeds.\*  
Fitch & Co., Walter, W. K. Mitchell, Mgr.\*  
Fraser Co., W. A., grain commission.\*

## CHICAGO—Continued.

Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.\*  
Hoit & Co., Lowell, commission, grain and seeds.  
Hooper Grain Co., receivers, shippers.\*  
Kempner Co., Adolph, grain consignments.  
Lamson Bros. & Co., consignments solicited.\*  
Mann, G. S., seed bkr., field seeds, poultry grain.  
McKenna & Rodgers, commission merchants.\*  
Merrill & Lyon, commission merchants.\*  
Merritt Co., W. H., grain, seeds.\*  
Mumford & Co., W. E., hay & grain commission.  
Nash-Wright Grain Co., grain, prov., seeds.  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Rang & Co., Henry, grain commission.  
Re Qua Brothers, grain commission.\*  
Rogers & Bro., H. W., grain and seeds.  
Rogers Grain Co., buyers and shippers.  
Rosenbaum Bros., receivers, shippers.\*  
Rosenbaum Grain Co., J., receivers and shippers.  
Rumsey & Company, grain commission.\*  
Sawers Grain Co., grain commission.\*  
Schiffman & Co., P. H., commission.\*  
Shaffer & Co., J. C., buyers and shippers.\*  
Sincere & Co., Chas., N. Y. stocks, Chicago grain.  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., Clarence H., commission.  
Wagner Co., E. W., receivers and shippers.\*  
Ware & Leland, grain, seeds.  
Wilson & Co., B. S., grain commission.  
Wright & Co., Jno. F., commission merchants.

## CINCINNATI, O.

Chamber of Commerce Members.  
Allen & Munson, grain, hay, flour.\*  
Bender, A., grain, brokerage & Com'n.  
Blumenthal, Max, grain, barley a specialty.  
Brown & Co., W. L., consignments.  
Cincinnati Grain Co., commission merchants.  
Early & Daniel Co., grain and hay.\*  
Ellis & Fleming, grain and hay.\*  
Gale Bros. Co., grain, hay, feed.\*  
Gray, Ralph, receiver & shipper.  
Richter Gr. Co., grain, hay, flour and feed.  
Stafford, J. R., grain and hay.  
Union Gr. & Hay Co., grain buyers and commiss'n.  
Van Leunen & Co., Paul, grain consignments.

## CLEVELAND, O.

Bailey, E. I., grain and millfeed.\*  
Bennett, W. A., receivers grain, hay & millfeed.  
Sheets Bros., Eltr. Co., The, grain, hay, straw.  
Star Eltr. Co., receivers, grain, hay, straw.  
Strauss & Co., H. M., grain, seeds, hay and straw.

## COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co. grain seeds.\*

## CROWLEY, LA.

Lawrence Bros. Co., Ltd., grain, seed and feed.

## CUMBERLAND, MD.

Board of Trade Members.  
Marley & Co., grain and hay distributors.

## DALLAS, TEX.

Moss, C. L., buyer and ship'r, grain, hay, millfeed.

## DANVILLE, ILL.

McConnell, R. B., grain dealer.

## DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.\*

## DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.  
Hight Grain Co., grain brokers.  
Smith & Co., F. P., grain brokers & commission.

## DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.\*  
Crescent Mill & Eltr. Co., flour and grain.  
Longmont Farmers Mill & Eltr. Co., flour, grain.  
Scott, E. E., broker grain, cottonseed meal, bags.  
Thompson Merc. Co., W. F., hay and grain.

## DES MOINES, IA.

Harper & Ward, grain merchants.\*  
Lockwood Grain Co., B. A., grain & millfeeds.  
Savage, H. H., grain broker.

## DETROIT, MICH.

Board of Trade Members.  
Dumont, Roberts & Co., receivers, shippers.\*  
Ellair, Huston & Co., recvs. & shprs. gr. & hay.  
Hart Grain Co., recvs. & shippers, grain, beans.  
Hobart & Son, H. M., grain, hay and millfeeds.\*  
Lapham & Co., J. S., recvs. & shippers of grain.\*  
Simmons & Co., F. J., grain recvs. & shippers.\*

## DIXON, ILL.

Forrest Utley Co., grain, millfeed and screenings.

## EL RENO, OKLA.

El Reno Mill & Eltr. Co., grain buyers & shippers.

## EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

## FORT WAYNE, IND.

Egley-Doan Eltr. Co., grain, hay and seeds.

## FORT WORTH, TEX.

Board of Trade Members.  
Kolp, E. R. & D. C., grain and seed dealers.\*  
Terminal Grain Co., receivers, shippers.  
Werner Wilkens Grain Co., receivers & shippers.

## FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

## GALVESTON, TEX.

Board of Trade Members.  
Fordtran, J. S., grain commission merchant.  
Jockusch, Davison & Co., grain, hay exporters.  
Wisrodt Grain Co., wholesale grain eltr., facilities.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HARRISBURG, PA.

Harrisburg Feed & Gr. Co., grain, feed, hay.

## INDIANAPOLIS, IND.

Board of Trade Members.  
Bassett Grain Co., grain merchants.\*  
Boyd, Bert A., Indianapolis commission man.\*  
Capitol Grain Co., grain commission.  
Jackson Grain Co., Cary, receivers & shippers.  
Jordan & Montgomery Co., wholesale grain.  
Kinney Grain Co., H. E., receiver and shipper.\*  
Minor, B. B., grain consignments solicited.  
Mutual Grain Co., grain commission.  
Stebbins Grain Co., commission & brokerage.  
Witt, Frank A., grain commission and brokerage.

## JACKSON, MICH.

Sheldon, Willis E., track buyer of grain.\*  
Stockbridge Elevator Co., grain, beans, hay.\*

## JACKSONVILLE, FLA.

Wiggs & Co., W. A., hay, grain & mill stuffs.\*

## KANSAS CITY, MO.

Board of Trade Members.  
Adams Commission Co., receivers & shippers.  
Beach Grain Co., grain commission.  
Benton Grain Co., screenings and seeds.  
Christopher & Co., B. C., grain consignments.  
Davis & Co., A. C., grain commission.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Com. Co., E. D., grain commission.\*  
Goffe & Carkeener, recvs. and shprs. of grain.\*  
Gregg Grain Co., Mason, commission merchants.  
Hinds & Lint Grain Co., receivers, shippers.  
Lichtig Gr. Co., Henry, screenings, kafir corn, feed.  
Logan Bros. Grain Co., grain commission.  
Mammoth Milling Co., grain, flour, feed.  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moore-Lawless Grain Co., grain receivers.  
Murphy Grain Co., strictly commission.\*  
Norris Grain Co., grain merchants and exporters.  
Roachon-Cary Grain Co., grain, flour, millfeed.\*  
Russell Grain Co., hay our specialty.  
Steele & Co., H. H., grain and seeds.\*  
Terminal Elevators, receivers, shippers.  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., grain commission.  
Wright Com. Co., A. D., grain consignments.

## KENTLAND, IND.

McCray, Morrison & Co., track buyers.\*

## LA FAYETTE, IND.

Heinmiller, F. G., track buyer of grain.

## LIMA, OHIO.

Ward Grain Co., trk. byrs. & bkr., gr. & hay.

## LITTLE ROCK, ARK.

Gerdy Co., C. L., grain and millfeed brokers.  
Hayes Grain & Com. Co., grain, hay, millfeeds.

## LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Grain Co., recrs. & shprs. grain.\*  
Brandels & Son, A., recvs. & shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay and grain.  
Menefee & Co., R. H., grain and hay.  
Schuff & Co., A. C., grain & hay.  
Thomson & Co., W. A., corn, oats & rye.  
Verhoeff & Co., H., receivers and shippers grain.\*  
Zorn & Co., S., grain.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.  
Owen & Jennings, brokers.



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

### MEMPHIS, TENN.

#### Merchants Exchange Members.

Brown & Co., W. P., wholesale grain and hay.  
Buxton, E. E., broker and commission merchant.  
Davis & Andrews Co., grain dealers.\*  
Horton, J. B., & Co., grain and hay commission.\*  
Jones, Lee D., grain and hay commission.\*  
Jones & Rogers, grain dealers.\*  
McLaughlin Coal & Grain Co., grain and hay.\*  
Patterson & Co., G. E., receivers and shippers.\*  
Webb & Maury, grain and hay.\*  
Wyatt, E. W., grain, hay and millfeed broker.

### MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

### MIDDLE POINT, OHIO.

Pollock, H. G., track buyer of grain, hay, straw.

### MILWAUKEE, WIS.

#### Chamber of Commerce Members.

Bartlett & Son Co., L., grain commission.  
Courtneen, S. G., field seeds.  
Ellsworth, B. G., grain consignments.  
Fagg & Taylor, grain merchants.\*  
Franklin Grain Co., grain and feed.  
Hadden Co., E. G., grain commission mchts.\*  
Johnstone & Templeton, grain commission.  
Kamm & Co., P. C., barley and rye.\*  
Lauer & Co., J. V., grain commission.  
Mereness & Potter Co., grain commission.\*  
Owen & Co., O. C., grain commission merchants.  
Owen & Brother Co., grain commission.  
Rankin & Co., M. G., shippers, corn, oats, barley.  
Rialto Elvtr. Co., grain receivers & shippers.  
Stacks & Kellogg, grain merchants.  
Wissbeck-Grunwald Co., grain and feed.

### MINNEAPOLIS, MINN.

#### Chamber of Commerce Members.

Anchor Grain Co., grain commission.  
Benson-Newhouse-Stabeck Co., grain commission.  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Davies & Co., F. M., grain commission.  
Fraser-Smith Co., grain commission.  
Getchell-Tanton Co., grain commission.  
Gould Elevator Co., grain merchants.  
Hankinson & Co., H. L., grain consignments.  
International Grain Co., grain consignments.  
Johnson & Olson Grain Co., grain commission.  
Marfield Grain Co., grain commission.  
McCaull Dinsmore Co., consignments solicited.\*  
Minneapolis Seed Co., field seeds.  
Poehler Company, H., grain commission.\*  
Quinn Shepherdson Co., grain commission.  
Ray Grain Co., grain commission.  
Rihelddaffer Co., J. H., grain commission merchants.  
Stair, Christensen & Timmerman, grain commission.  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., grain commission.  
Wernli-Anderson Co., grain commission.  
Zimmerman, Otto A., barley specialist.

### MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

### NASHVILLE, TENN.

#### Grain Exchange Members.

Hughes Warehouse & Eltr. Co., grain.

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW CASTLE, PA.

Hamilton, C. T., buyer & shipper grain, feeds, hay.

### NEW ORLEANS, LA.

#### Board of Trade Members.

Benedict Com. Co., Ltd., recvrs, shippers, expts hay & gr.  
Langenberg Hay & Grain Co., hay, grain, millfeeds.

### NEW YORK CITY.

#### Produce Exchange Members.

Cushing & Brandt, grain commission, buyers.\*  
Forbell & Co., L. W., grain commission.  
Robinson, G. B., Jr., grain and millfeeds.

### NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.  
Le Grand & Burton, grain and hay brokers.\*

### OGDEN, UTAH.

Smurthwaite Co., C. A., revrs. & shprs., gr. & hy.

### OKLAHOMA CITY, OKLA.

Hanna Grain Co., grain, hay, seeds, alfalfa meal.  
Kolp, E. R. & D. C., grain and seed dealers.  
Perkins, W. L., grain and seed dealers.

### OMAHA NEB.

#### Grain Exchange Members.

Beal-Vincent Grain Co., receivers, shippers.\*  
Cavers Elevator Co., receivers and shippers.\*  
Crowell Elevator Co., revrs., shippers.\*  
Holmquist Eltr. Co., receivers and shippers.  
Huntley, E. E., broker.  
Hynes Grain Co., receivers and shippers of grain.  
Imperial Mlg. Co., grain consignments.  
McCaull-Dinsmore Co., grain.  
Merriam Commission Co., consignments.  
Missouri Valley Elvtr. Co., grain merchants.  
Nebraska-Iowa Gr. Co., consignments a specialty.\*  
Nebraska Seed Co., field & grass seeds.  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Gr. Co., Geo. A., grain dealers.  
Saunders-Westrand Co., shippers of grain.  
Taylor Grain Co., receivers and shippers.\*  
Thresher, E. R., grain broker.  
United Grain Co., grain commission.  
Weekes Grain Co., receivers and shippers of grain.  
Welsh Grain Co., grain and hay commission.

### PEORIA, ILL.

#### Board of Trade Members.

Buckley, Pursley & Co., grain and seeds.\*  
Feltman, C. H., grain commission.  
Grier & Co., T. A., grain commission.  
Miles, P. B. & C. C., grain commission.\*  
Rumsey, Moore & Co., grain receivers.\*  
Tyng, Hall & Co., grain commission.\*

### PERRY, OKLA.

Perry Mill Co., wholesale dealers in grain.

### PHILADELPHIA, PA.

#### Commercial Exchange Members.

Barlinger, M. F., grain and millfeed.\*  
Brazier, W. P., Mgr., Finley Barrell & Co.  
Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain, millfeed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Rogers & Co., E. L., grain, hay.\*  
Standard Hay & Grain Co., grain, hay & straw.  
Stites, A., Judson, grain and millfeed.

### Piqua, OHIO.

Kress Co., The Harry W., trk. buyers, gr. & hay.\*

### PITTSBURG, PA.

#### Members Grain and Flour Exchange.

Elwood & Co., R. D., hay and grain.  
Foster, C. A., grain, hay, feed.\*  
Geidel & Dickson, grain and hay.  
Hardman & Heck, grain, hay and millfeed.  
Heck & Co., W. F., grain, hay and millfeed.  
McCaffrey's Sons Co., Daniel, hay, grain, millfeed.  
McCague, R. S., grain, hay.\*  
Smith & Co., J. W., grain, hay, feed.  
Stewart, D. G., & Geidel, grain, hay and feed.  
Walton Co., Sam'l, grain and hay.

### PUEBLO, COLO.

Cessna Gr. & Flour Co., P. A., grain, hay & flour.  
McClelland Met'l I. & R. Co., grain, hay & feed.

### RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feeds, seeds.  
Bragg, W. G., commission, grain, hay, millfeed.  
Fairbank & Co., S. G., grain, hay, seeds.  
Southern Brokerage Co., grain, hay, feeds & seeds.

### SAGINAW, MICH.

Carr Co., Henry W., grain, hay, beans, seeds.

### SAN ANTONIO, TEXAS.

Lupton Gr. Co., R., whol. grain & cottonseed pdts.

### SIOUX CITY, IOWA.

#### Board of Trade Members.

Fields & Slaughter Co., grain, hay and feed.  
Interstate Grain Co., buyers and shippers.  
Shepherdson Co., M. T., receivers and shippers.

### SIOUX FALLS, S. D.

Golden West Grain Co., receivers & shippers.

### ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dlr. and broker.\*

### ST. LOUIS, MO.

#### Merchants Exchange Members.

Connor Bros. & Co., grain.\*  
Elmore Schultz Gr. Co., revrs. & shprs. grain.  
Goffe & Carkner Co., grain commission.\*  
Green Commission Co., W. L., grain.\*  
Kennedy Grain Co., receivers, shippers.  
Langenberg Bros. & Co., grain and hay.  
Morton & Co., grain, hay and seeds.  
Mullally Com. Co., John, grain, hay, seeds.\*  
Nanson Commission Co., grain commission.\*  
Pendleton Grain Co., grain merchants.  
Picker & Beardsley Com. Co., grain & grass seed.\*  
Powell & O'Rourke, receivers, shippers.\*

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### TOLEDO, O.

#### Produce Exchange Members.

DeVore & Co., H. W., grain and seeds.  
Goemann Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover seed.\*  
Rundell Co., W. A., grain and seeds.\*  
Southworth & Co., grain commission.\*  
The Toledo Field Seed Co., clover, timothy.  
Wickenhiser & Co., John, revrs. & shippers of gr.  
Zahn & Co., J. F., grain, seeds.\*

### TOPEKA, KAN.

Jolley Grain Co., grain merchants.

### TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

### TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain.

### WASHINGTON, D. C.

Anderson, E. M., grain brokers and millers agent.  
Craig, J. V., hay and grain broker.\*

### WICHITA, KANS.

#### Board of Trade Members.

Independent Grain Co., grain commission.  
Kelly Bros. Grain Co., commission and brokerage.  
Kelly, Edward, wholesale grain & commission.  
Roth Grain Co., grain and commission.

### WINFIELD, KANS.

Head Grain Co., grain, millfeed, seeds.

\*Members Grain Dealers National Association.

## ATCHISON BOARD OF TRADE MEMBERS

### The S. R. Washer Grain Co.

Atchison, Kansas

Receivers and Shippers of Kansas Hard Wheat,  
Corn and Oats. Sacked Grain, Mill Stuffs,  
Corn Chops, Mixed Cans.  
Write for Bids or Quotations.

### Corn Belt Grain Co.

DEALERS IN

### GRAIN and MILLFEED

Honest Weights and Grades

ATCHISON, KANSAS

### BLAIR ELEVATOR CO.

ATCHISON, KANS.

Receivers and Shippers

Kansas Hard Turkey Wheat, Corn & Oats



## ST. LOUIS MERCHANTS EXCHANGE MEMBERS

When you think of CONSIGNMENTS  
Think of ST. LOUIS  
Then think of

**CONNOR BROS. & CO.**

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La Salle Street

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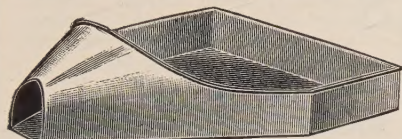
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Connect with the firm that is a live wire; that will look after your interests; call for re-inspection when necessary; get good prices; make quick returns, and give you liberal treatment.

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a car consigned to

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¶ It is the prompt, satisfactory returns from the last car, since the first car received in 1852, upon which we solicit a 1912 trial consignment.

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Secure and efficient service in executing  
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Then consult the "Elevators  
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Board of Trade, Indianapolis, Ind.  
SPECIALIZING ALFALFA

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Commission and Brokerage

Personal attention to all details of the business.  
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Indianapolis, Indiana

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**MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS****The VAN DUSEN-HARRINGTON Co.  
GRAIN COMMISSION**

Write for prices and samples. We solicit your consignments and futures business.

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Uniformly good results by shipping grain and sending orders for futures to

**WERNLI-ANDERSON CO.**  
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Careful personal attention given to consignments.

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This book is designed to facilitate the making of Claims against railroads and keeping a complete record of them. There are four forms arranged so a carbon copy can be kept of each claim, as follows:

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We Handle  
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**Halliday Elevator Company**

**MEMBERS: Chicago Board of Trade  
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Facilities for handling your shipments  
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Send us your Hedging trades to Chicago

**HALLIDAY ELEVATOR CO.**  
56 Board of Trade, Chicago

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**JOHNSON-OLSON GRAIN CO.**  
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**H. L. HANKINSON & CO.**  
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SHIP TO  
**H. POEHLER CO.**  
EST. 1855  
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We solicit a trial car on what we have done for others—we prove our worth on what we do for you. Let us have the next car?

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Form 10 is a duplicating contract book, containing 100 original and 100 duplicate contracts for contracting the purchase of grain from farmers; originals and duplicates are printed on bond paper of different colors, with spaces on the back of the leaf for entering grain delivered on the contract. By using a sheet of carbon paper between the original and the duplicate, each entry on one is duplicated on the other. The contracts are numbered in duplicate. Check bound, size 5½x8½ inches. Machine perforated. Price with four sheets of carbon paper, 85 cents.

**GRAIN DEALERS JOURNAL**  
315 S. La Salle Street Chicago, Ill.

**E. L. WELCH COMPANY**  
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**FIREPROOF  
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ELEVATOR**

at Minneapolis for transferring and cleaning our customers' grain.

Selling Grain to arrive is our specialty

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F. J. Seidl P. M. Ingold  
Paid-up Capital, \$75,000  
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**INTERNATIONAL GRAIN CO.**  
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**Receivers and Shippers of ALL KINDS OF GRAIN**

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**Send Samples—Barley—Oats—Flax and Low Grade Wheat for Quotations**



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See LEMONT before you sell that  
**CORN**  
 Our trade wants it. Buy outright or handle on  
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**C**ORN and oats in split cars find a  
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**M. F. BARINGER** THE BOURSE **PHILADELPHIA**  
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The best and most complete edition of these popular reduction tables ever issued.  
 It contains 16 grain tables and two pages of freight tables all printed from heavy-faced type in two colors  
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 Marginal index for quickly finding table wanted.  
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 The tables show the following reductions: Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley,  
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 Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Wheat, 60 lbs., with 1, 2 3 and 5 lbs. dockage. Ear  
 Corn at 70 lbs., 72 lbs., 75 lbs. and 80 lbs. per bu.  
 Freight table shows rate per bushel at 60, 56, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 39¢ cents  
 in ½ cent rises Price postpaid 60 cents

## Grain Dealers Journal

255 La Salle Street

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Figure the amount of advertising  
 carried—Can you doubt our ability to **Produce Results**

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**McCray, Morrison & Company**  
*Shippers of Corn and Oats*  
**WHOLESALE GRAIN DEALERS**  
 When you want QUICK SERVICE, HIGH QUAL-  
 ITY and SATISFACTORY PRICES in this line,  
 consult us.  
 None are more able to give you this than we.  
 Correspondence Solicited. **KENTLAND, INDIANA**

Consign your Hay and Grain to  
**Benedict Commision Co., Ltd.**  
 Receivers and Exporters  
 Facilities Unsurpassed **NEW ORLEANS, LA.**

**LANGENBERG**  
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 Consignments Solicited  
 Branch of Langenberg Bros. & Co., St. Louis, Mo

**STOCKBRIDGE ELEVATOR CO.**  
 Buyers and shippers of  
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 "Quick service, give us a trial."  
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**WILLIS E. SHELDEN**  
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Wants Correspondence with members of the  
 Grain Dealers National in Ohio, Indiana and  
 Illinois. We want strictly sound winter wheat,  
 yellow shelled corn and re-cleaned white oats.

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**TAYLOR CO.**  
**GRAIN AND CLOVER SEED**  
**CRAWFORDSVILLE INDIANA**

**W. F. HECK & CO.**  
 Will handle your consignments on regular  
 terms, or buy outright  
**GRAIN, HAY, STRAW and MILL-FEED**  
 Car or mixed car lots  
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Make 1912 a bigger and better year.  
 A sure way is by consigning to  
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**MATTHEW D. BENZAQUIN**  
**GRAIN AND FEED**  
**Brokerage and Commission**  
**Domestic and Export**  
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**McLane, Swift & Co.**  
 Buyers of Wheat, Corn, Natural and  
 Clipped Oat, Choice Rye. Write for  
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**BATTLE CREEK :: MICHIGAN**

**Hughes Warehouse**  
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**NASHVILLE, TENN.**  
**Grain, Hay, Millfeed, Flour**

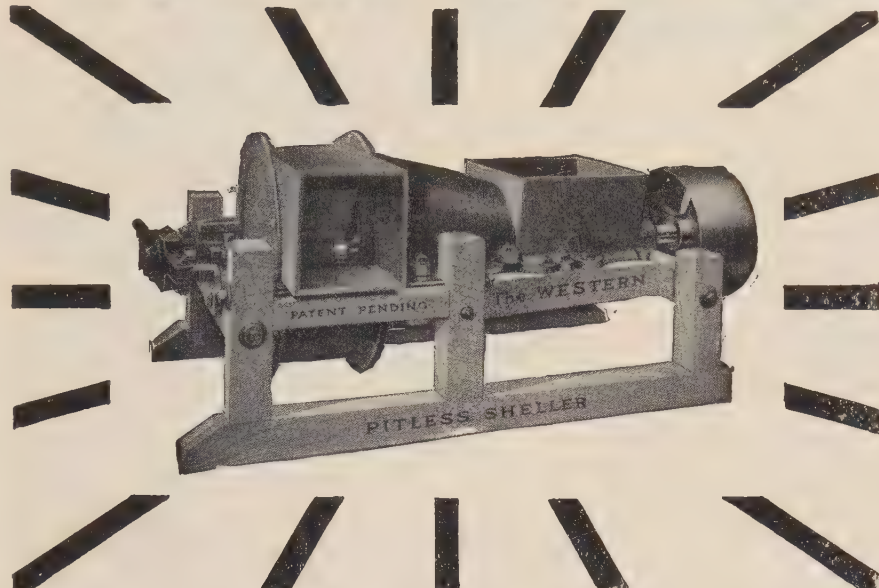
**EDWARD KELLY**  
**Wholesale Grain and Commission Merchant**  
 In the heart of the Kansas turkey wheat  
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 Member Wichita Board of Trade—  
 Kansas Grain Dealers Assn.  
 Your Orders Solicited **Wichita, Kan.**

**BUCKLEY, PURSLEY & CO.**  
**Commission Merchants**  
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**WE HANDLE** all kinds of grain and  
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 specialty of off grade and sample wheat, feed  
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 Correspond with us. Think it will pay you.  
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# FROM ALL ANGLES



## The "Western" Leads

### Purpose

Built to supply demand for sheller that will discharge directly into elevator boot or leg, either direction, under or over.

### Construction

All shelling surfaces are subjected to our special chilling process, making them harder than steel. Frame is built of maple and oak, compact, durable and strong.

### Features

Only fan discharge shellers on market today, that WILL NOT CRACK THE CORN.

Adjustable, can be changed to discharge to right or left, under or over.

Conveyor is a positive, full turn, screw feed, all cast in one piece, giving greater capacity and assuring non-bridging of corn.

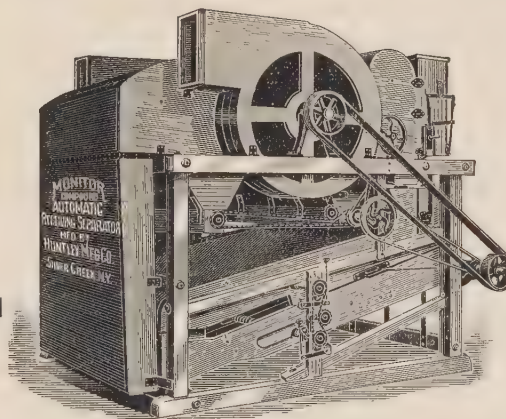
Patent adjusting lever, enabling operator to adjust the cylinder while running to all kinds and conditions of corn.

Mr. Elevator Man, if you are even just thinking of installing a sheller, it will pay you to write for our catalog of the "Western" Line. Everything for the elevator. Let us hear from you today. Tell us your problem, we give all our experience and knowledge for its solution. WRITE.

# Union Iron Works

DECATUR, ILLINOIS

## MONITOR



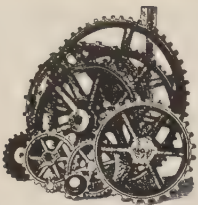
## AUTOMATIC

# SO VASTLY DIFFERENT FROM ALL OTHER RECEIVING CLEANERS

Of all the receiving cleaners you ever saw, here is one that is—*different*. It cleans grain without the constant care and attention of other machines—that's a *difference*. The air work is a closer governed operation—*vastly different*. Your present shrinkage loss would be reduced wonderfully—a *big difference* in dollars and cents. Less power is required—a *difference* that counts. The screen separations are easier to govern, much more uniform—a *difference* that shows in your grades. The construction throughout is the best any grain cleaner ever knew—a *difference* that cuts cost of maintenance. Just spend a quarter of an hour with illustrated description—which we shall be glad to send to you. Write us today asking for our catalog No. 45—just issued.

HUNTLEY MFG. CO., Silver Creek, N. Y.





**SPROCKET WHEELS**  
Plain, Split or with Clutches



By comparison the best. Full line of  
WAGON, HOPPER AND DUMP SCALES



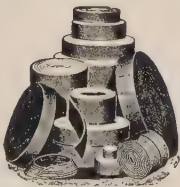
**PULLEYS**  
Cast Iron, Steel, Rim, Wood  
Split, Friction Clutch



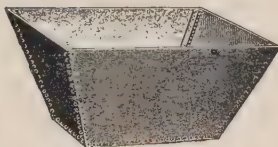
**CUP BOLTS**  
All kinds



**GRAIN TESTERS**  
All sizes



**BELTING**  
Rubber and Leather



**BOOT PANS**  
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**SALEM CUPS**



**SPROCKET CHAIN**  
All sizes



**CAST IRON BOOTS**  
Adjustable. All sizes.



**LOADING SPOUTS**  
Best material. Made in any size.

## LARGEST STOCK

Grain Elevator Machinery and Supplies

## LOWEST PRICES

SHEAVE WHEELS  
TRANSMISSION ROPE  
DISTRIBUTING SPOUTS  
INDICATOR STANDS  
SPIRAL STEEL CONVEYOR  
CONTROLLABLE WAGON DUMP  
PLAIN DUMP IRONS  
EAR CORN FEEDERS  
FEED MILLS  
MAN LIFTS, ETC.

Get Our Prices on Gasoline Engines and  
Automatic Scales Before Buying. We  
Will Save You Money.

SPECIAL PRICES ON COMPLETE  
ELEVATOR EQUIPMENT.

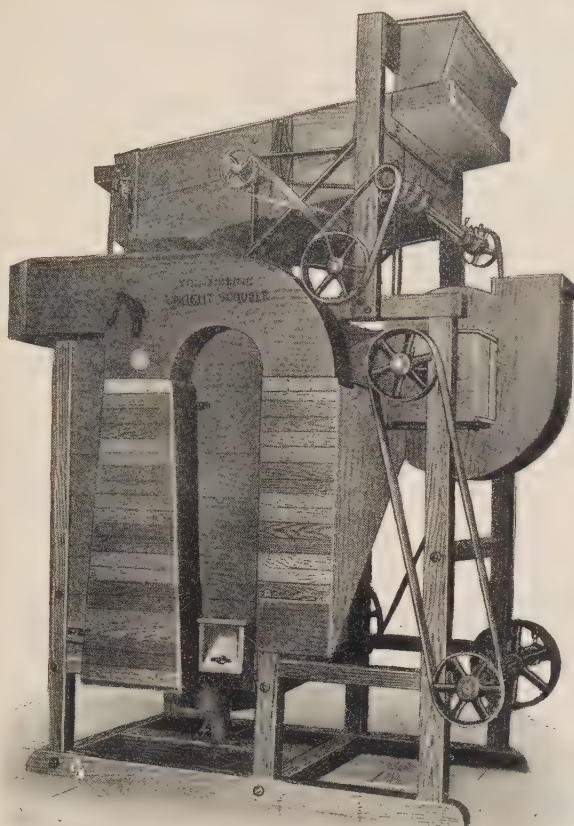
Can we favor you with a copy of our Handy  
Net Price Catalog?

## Everything in the Elevator

CAN BE HAD FROM THE

**American Supply Co.**  
OMAHA NEB.





## The Moline Upright Oat Clipper

Will save from 40% to 60% of the power required by horizontal machines and the cost of the fuel thus saved will in a short time equal the purchase price of the machine. Not only this but the work is better done, the ends of the berry being clipped the hardest.

The grain, after leaving the sieves, may be discharged into the machine to be scoured and clipped, or by turning a valve it may be discharged into the by-pass spout where it receives a good air separation without being clipped. Thus the operator may use the machine simply as a scalper or as a scalper and clipper.

Prompt shipment can be made.

**BARNARD & LEAS MFG. CO.**

MILL BUILDERS AND  
MILL FURNISHERS  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



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in selecting mill and elevator equipment is the quality of service you can obtain.

## "N & M CO." ELEVATOR EQUIPMENT

has relied upon its superior service to make good its claims. Sixty years of success for "N & M Co." equipment is the result.

## NORDYKE & MARMON COMPANY

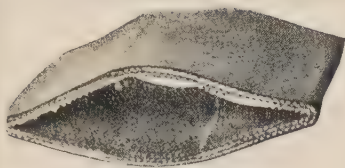
America's Leading Mill Builders

Established 1851

INDIANAPOLIS, IND.

SIXTY YEARS OF SUCCESSFUL MANUFACTURING





## Opened Belting discloses the proof---

THAT IT WAS NOT

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You know that when buying ordinary Rubber Belting in which the plies are held together by so-called friction, you are taking chances that it will develop defects shown here and fail completely when you need it most.

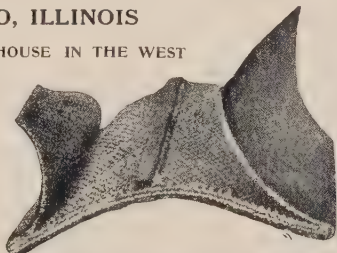
**DON'T TAKE THE CHANCE**

**W. H. Salisbury & Co., Inc.**

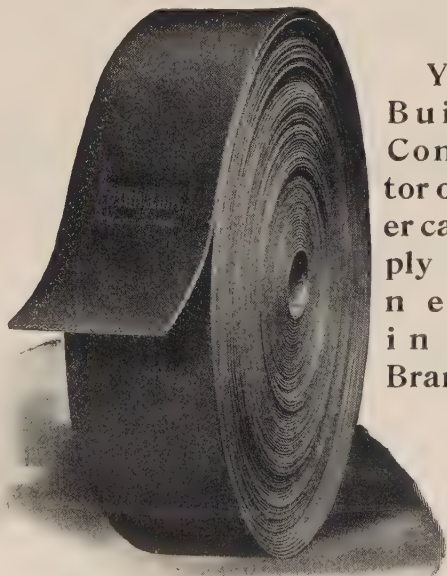
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**OLDEST RUBBER HOUSE IN THE WEST**

ASK US  
ABOUT  
IT.



## Mohawk Rubber Belting



Your  
Building  
Contractor or dealer  
can supply your  
needs  
in this  
Brand.

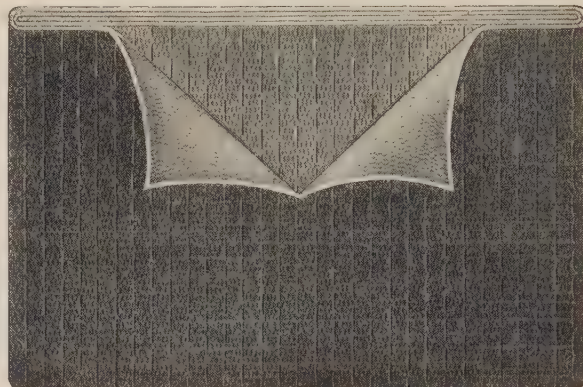
**The Gutta-Percha and  
Rubber Mfg. Co.**

**Chicago,**

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## "REXALL" DOUBLE-STITCHED BELTING

Double-Stitched  
Means  
Double Life



Why continue to use Rubber Belting which deteriorates rapidly in or out of service?

When a REXALL BELT which is scientifically put together and up-to-date in every way will last three times as long and our WHOLESALE PRICE to you makes the cost LESS.

## Imperial Belting Co.

"EVERYTHING IN BELTING"

**Manufacturers**

**CHICAGO**



## GRAIN ELEVATOR BUILDERS

### CONCRETE GRAIN STOREHOUSES

are fireproof and durable. The cost of maintenance and insurance of building and contents is reduced to a minimum. Grain keeps better in concrete and business is never interrupted by a fire. It is the only material the grain dealer who expects to remain in business can afford to use, and if he wishes to sell out, his plant is as good as new.

Write for Plans and Specifications to  
**B. J. CARRICO, Fort Worth, Tex.**



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MINNEAPOLIS

Elevator and Mill  
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16 Years'  
Practical Experience

### Central Construction Co.

Builders and Designers of  
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Designers and Builders of  
GRAIN ELEVATORS  
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Correspondence Solicited.  
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Especially Designed for Economy  
of Operation and Maintenance  
**LINCOLN, NEB.**

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a modern and up-to-date  
elevator? Then write to  
**J. A. H. Whaley, Sedalia, Mo.**  
"Builder of Modern Elevators"  
Plans and Estimates on request.

**R. M. Van Ness Construction Company**  
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**MODERN GRAIN ELEVATORS**  
Plans submitted. Correspondence solicited.  
Offices at  
**LINCOLN, NEBR., and FAIRBURY, NEBR.**

### The Friedline Fast Freight Line

of modern Grain Elevators, Concrete Storage  
Tanks, Mills and Warehouses will warrant your  
inspection of our plans and estimates. We  
need your contract now.  
**FRED FRIEDLINE & CO.,** Kentland, Ind.  
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### A LONG LINE OF LEADERS

and every one a satisfactory success. Yours  
will be if built by  
**GEO. A. SATHOFF, Elevator Builder**  
**Pontiac, Illinois**

### ABSOLUTELY FIREPROOF



Every part  
reinforced  
concrete  
  
Not Costly.  
Any number  
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direct to car

No  
Insurance  
Lasts forever  
  
For cost and  
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### STEEL GRAIN TANKS

We are pioneers in this line and are building  
tanks in the good old fashioned way. Joints  
caulked and guaranteed water, weather and  
bug proof. Long experience has demonstrated  
the necessity of high grade workmanship to  
make steel storage a success. We do it.

**Wm. Graver Tank Works, East Chicago, Ind.**

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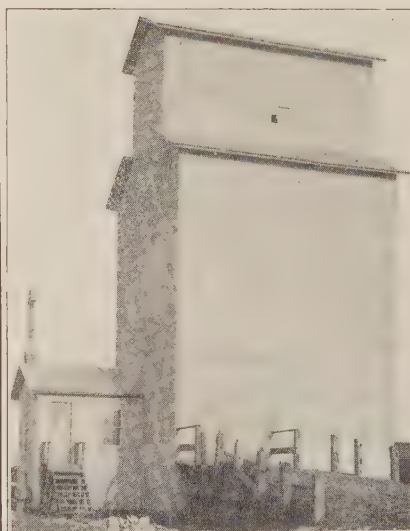
Contractor of Grain Elevators,  
Supplies and Chain Grain Feeders  
**CRAWFORDSVILLE, IND.**

You can get

### A MODERN ELEVATOR for the asking

**W. H. CRAMER, St. Paul, Nebr.**

### Burrell builds the best



There's a Burrell elevator near you

Let us send you our list of 53 contracts  
executed last year. Go and inspect the  
one nearest to you. A completed Burrell  
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Modern, durable and convenient, with  
a low operating and construction cost.

If you are going to build, repair or im-  
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Stock Exchange Building CHICAGO

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Contractor and Builder of Grain Elevators  
**KANSAS CITY, MISSOURI**

AT THE BOTTOM OF THE PAGE

## Newell Construction Co.

Likewise at the Base of Every First Class Elevator. "Write for the Reason"

**CEDAR RAPIDS**

**IOWA**



## GRAIN ELEVATOR BUILDERS

### REAL builders of REAL elevators **YOUNG LOVE CONSTRUCTION CO.**

218-219 Grain Exchange  
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## ELEVATORS

For People Who Care

What you want; when you want it. Better Elevators for less cost. All work and materials guaranteed. We want your business.

### Morley Bros., Haden & Plott

Designers and Builders  
Wichita, Kansas

## Are you

putting your money  
in an imaginary  
elevator?

Running the risk of having a satisfactory plant in the end or maybe a poor barn.



If you intend to build an up-to-date elevator, and want to know "what you are getting" before your house is completed—

We are the men for you, and you are the man for us.

Our simple, complete working plans and specifications enable you to KNOW the arrangement, equipment and construction before the material is purchased, to make any change desired, which proves to be cheaper on paper than after the contractor has taken his tools away.

"Rely on the Reliance" to be the most up-to-date in construction, convenient in arrangement, modern in equipment, durable in material, and satisfactory in cost.

Investigate our work, inspect our plans, see our specifications and write for particulars today.

**Reliance Construction Co.**  
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OUR BUSINESS: Elevator designing, building and equipping.

YOUR BUSINESS: To get our figures before contracting.

Concrete, Steel, Iron Clad  
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WIRE, PHONE OR WRITE US

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Grain Elevators, Flour Mills  
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Mill and Warehouse, built in 1910 for  
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lump-sum price for the complete work.

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## GRAIN ELEVATOR BUILDERS

### Grain Elevators

Warehouses Seed Houses  
WOOD OR FIRE PROOF

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Elevator Builder

Minneapolis

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### FIRE PROOF STEEL GRAIN ELEVATORS AND STORAGE TANKS



Almost anywhere between the Mississippi and the Pacific Coast, you will find elevators like these that we have built.

We have the largest plant in the West for manufacturing steel work and Machinery of all kinds.

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for ELEVATORS

FIREPROOF STORAGE

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ENGINEERS CONSTRUCTORS

Plans and Specifications a Specialty.

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Mutual Life Bldg., BUFFALO, N. Y.

Builds Steel and Concrete Elevators

Write Us for Catalogue

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Engineer and Contractor of

GRAIN ELEVATORS

Any Size or Capacity

627 Board of Trade Bldg., Indianapolis, Ind.

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DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS

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Designing and Construction  
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Witherspoon-Englar Co. Monadnock Bldg.  
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St. Lawrence Flour Mills Co., Limited.  
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This very complete plant recently constructed by

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Write us for designs and estimates.

### JAMES STEWART & CO.

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Grand Trunk Pacific Elevator at Fort William, Ontario.  
Capacity 3,500,000 Bushels.

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Pittsburg, Pa., Henry Oliver Bldg.

San Francisco, Cal., 709 Mission St.

Canadian Stewart Co., Ltd., Montreal

St. Louis, Mo., Bank of Commerce Bldg.,

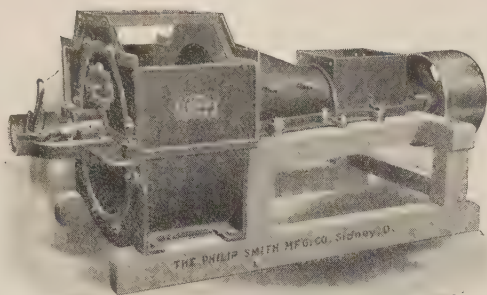
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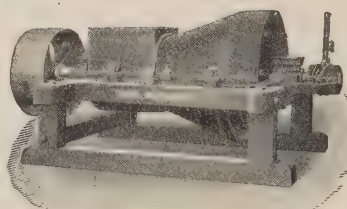
Canada, Eastern Township Bank Bldg.

Fort William, Ontario, Canada

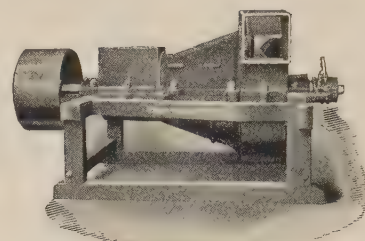




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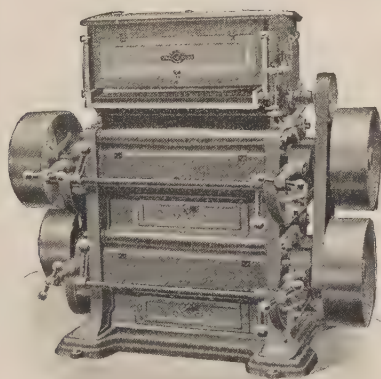
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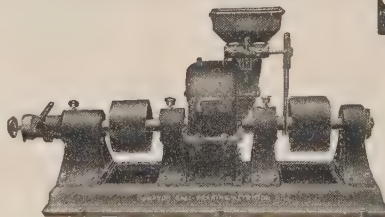
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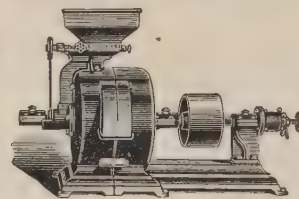
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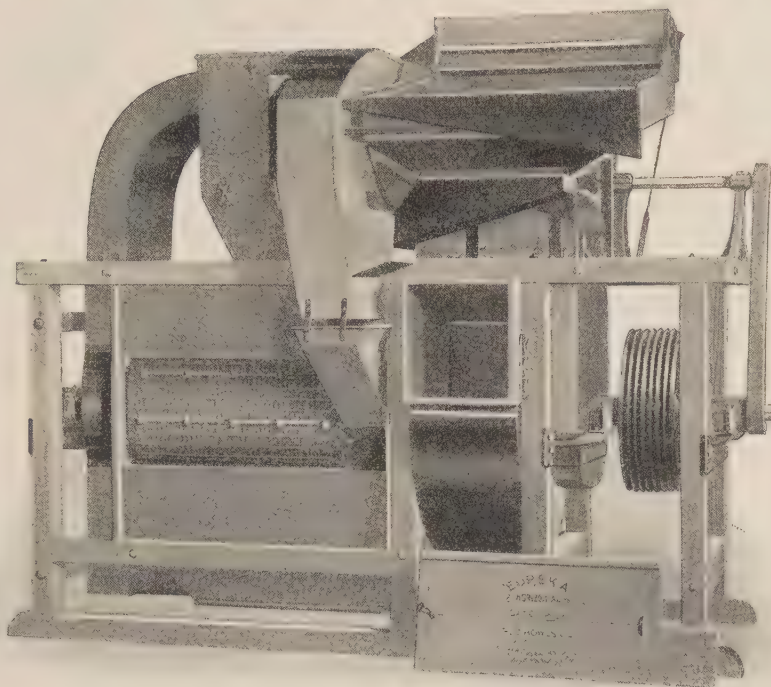
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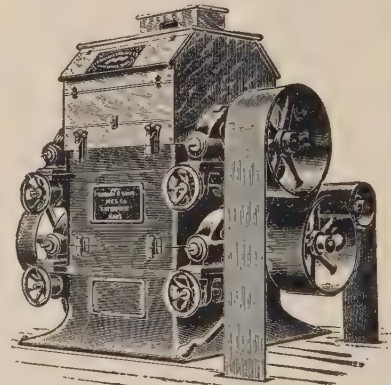
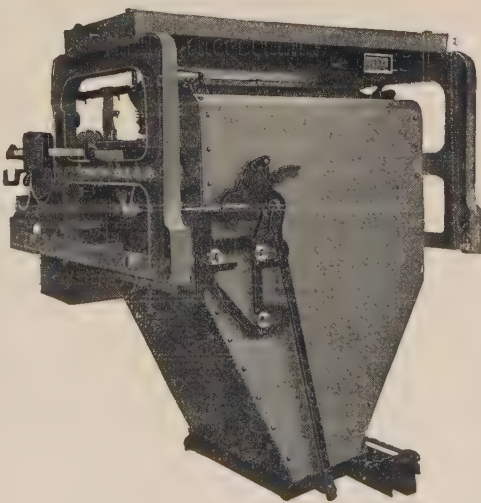
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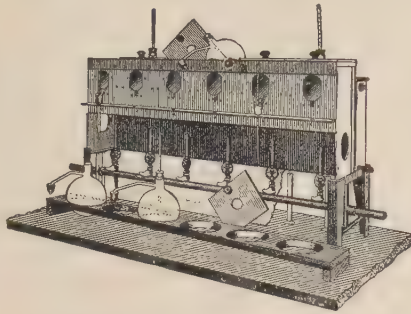
The stub is signed by the farmer certifying that he has sold.....bushels of..... at.....per bu., to be delivered on or before..... It also certifies that he has received.....dollars on the contract. The other part is signed by the elevator man and given to the farmer. It certifies that the elevator man has bought so much grain, etc.

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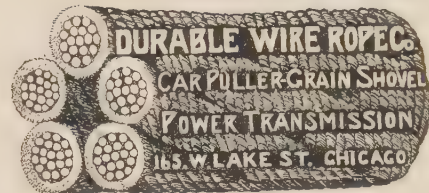
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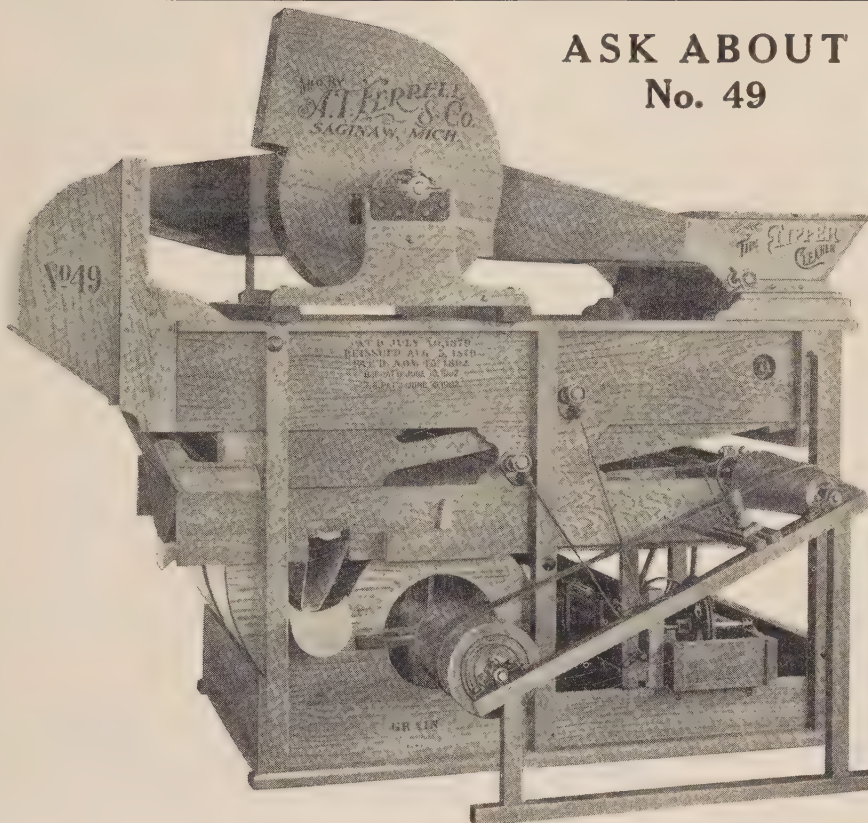
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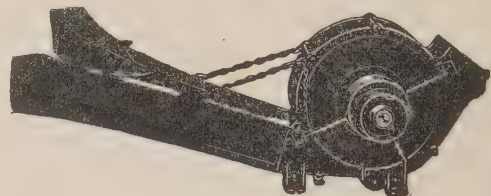
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Yours truly,

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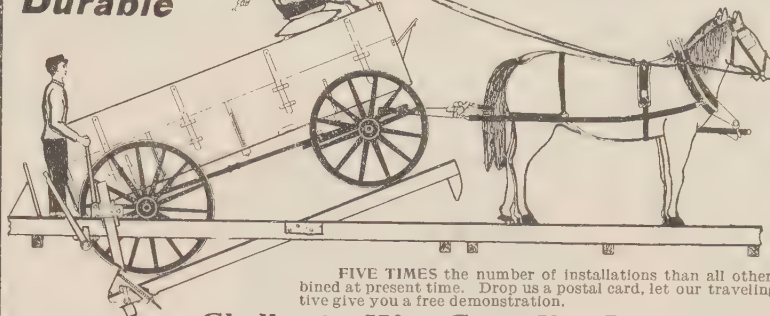
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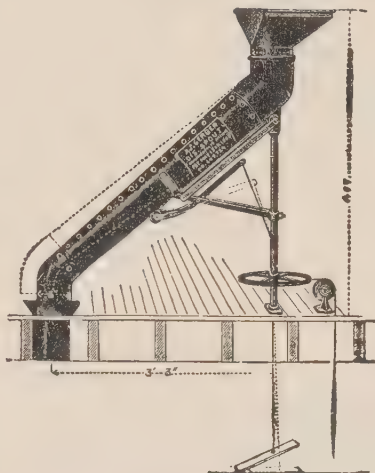


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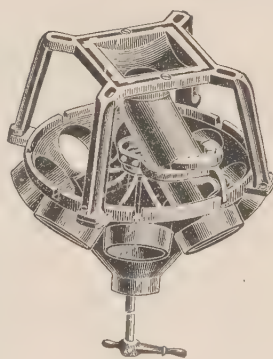
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


THE OLD WAY

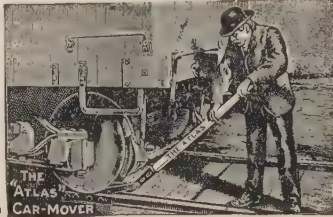
**One Man**   
with an ATLAS can easily  
move a loaded one.  
**Appleton Car-Mover Co.**  
Appleton, Wis.

### The Atlas Car-Mover

will pay for itself daily  
and last for years.

 Twelve men with a crowbar  
can hardly move an empty car.

THE NEW WAY



## ELEVATOR MACHINERY

**G**RAIN DRYERS—All Sizes, CRUSHERS,  
SHELLERS and MILLS, CONVEYORS  
and ELEVATORS, CHAIN BELT and  
SPROCKET WHEELS, OAT MEAL and  
PEARLED BARLEY MACHINERY,  
HOMINY MILLS

SEND FOR DESCRIPTIVE CATALOG  
OF WHAT YOU WANT

**THE C. O. BARTLETT & SNOW CO.**  
CLEVELAND, OHIO, U. S. A.

## Everything for the Elevator

CLAUS-BLAND MFG. CO.

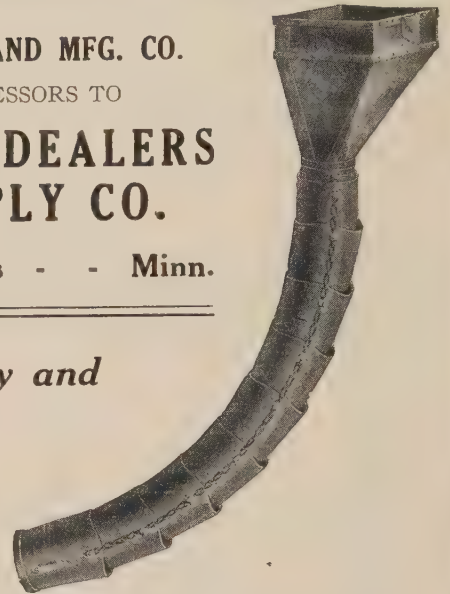
SUCCESSORS TO

**GRAIN DEALERS  
SUPPLY CO.**

Minneapolis - - Minn.

*Machinery and  
Supplies*

*Of All  
Kinds*



**Flexible Loading Spouts  
Manlifts Rubber Belting**

We handle all kinds of REPAIR WORK. If you are  
doing any remodeling, it will pay you to figure with us

## Hess=Dried Corn

Dried with Warm Air } With a  
Cooled with Fresh Air } **Hess Drier**

*Best for Shipping  
Best for Storing  
Best for Milling*

Hess=Dried Corn is normal in all respects. It will germinate strongly, and its milling qualities are improved. The treatment of Hess Drying sweetens it, removes all odors, and by driving out all excess moisture prevents heating and makes it safe for shipping or for storing indefinitely.

Sold by many leading grain dealers throughout the U. S. A free list of these dealers will be supplied on request.

**Hess Warming & Ventilating Co.**

907A Tacoma Bldg., Chicago.

Ask about our U. S. moisture tester.

## Grain Receiving Register

This book is designed to facilitate the work of the country grain man in keeping a record of wagon loads of grain received.

At top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each book has 100 pages, 8½ x 14 inches, and each page 40 lines; making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on linen ledger paper, and substantially bound in extra heavy canvas covers. Order Form 12AA. Price \$1.50.

GRAIN DEALERS JOURNAL, LaSalle St., Chicago, Ill.

## Sales, Shipments and Returns Book

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½ x 16½ inches, used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. Under SALES the column headings are Date, Amount Sold, Price, Grain, Terms. Under SHIPMENTS are Date, Car No. and Initial. Our Weights, In Bushels, Grade, Route, Rate. Under RETURNS are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 AA contains 76 double pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$2.00.

GRAIN DEALERS JOURNAL, La Salle St., CHICAGO, ILL.



# Everlasting Rock made into Ready Roofing!

J-M Asbestos Roofing is literally a pliable rock. It consists of several layers of solid *Asbestos* rock fibres cemented firmly together with genuine Trinidad Lake Asphalt. It is *all* mineral. No perishable material in it.

This roofing contains nothing that can rot, melt, crack or be affected by water. And fire that will melt iron won't ignite it.

## J-M ASBESTOS ROOFING

is still in service, without any coating or graveling, after more than a quarter of a century of wear. Get this roofing from your dealer—or send your order direct if he can't supply you. Sample of the curious Asbestos rock sent free, if you write our nearest branch for catalog No. 303.

### H. W. JOHNS-MANVILLE CO.

MANUFACTURERS OF ASBESTOS  
AND MAGNESIA PRODUCTS

**ASBESTOS**

ASBESTOS ROOFINGS, PACKINGS,  
ELECTRICAL SUPPLIES, ETC.

Baltimore  
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1494



## A STEWART

*Speedometer adds immensely to the  
pleasure and safety of automobiling*

The *Stewart* is the most efficient speed indicator manufactured. It never makes a mistake; never misses a second to the hour or an inch to the mile; others may cost more but they cannot do more.

Four out of every five speedometers in use are *Stewarts*.

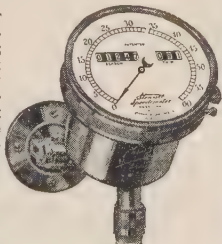
The plants that make the other 20 per cent haven't the same facilities; haven't the same production; so they can't manufacture as well or as cheaply.

*Stewart* Speedometers are built the strongest and last the longest.

Magnetic principle, employed in 85 per cent of all speedometers, making possible the use of slow moving parts; no wear; ball and jewel bearings; beautiful workmanship; remarkably accurate; 100,000-mile season odometer; 100-mile trip register, can be set back to any tenth of a mile; positive drive; no springs; unbreakable flexible shaft; drop forge swivel joint that will outwear car; noiseless road wheel gears.

**SPEEDOMETER GUARANTEED  
FOR FIVE YEARS**

Write for handsome 1912 catalog telling you why in our big factory we can make the best speedometer at the lowest price. *Write today.*



Speedometers, \$15 to \$30  
Rim Wind Clock Combinations  
\$45 to \$70

**STEWART & CLARK MANUFACTURING CO.**  
1883 Diversey Boulevard, CHICAGO

Detroit Chicago San Francisco New York Boston Cleveland Philadelphia  
Kansas City Los Angeles Minneapolis Indianapolis London Paris

## Headquarters

FOR THE  
Annual Convention  
OF THE

## Oklahoma Grain Dealers Ass'n.

TO BE HELD IN  
Oklahoma City, Okla., May 21 and 22

New  
Modern  
Fire-Proof  
Convenient



Courteous  
Treatment  
Cafe  
Service  
the Best

## Skirvin Hotel

All meetings, and the offices of the secretary and treasurer will be in this hotel. A large majority of the attending grainmen have already made reservations. "Be with the Bunch; reserve your rooms now."

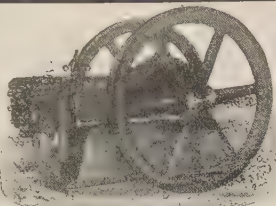
**"The Southwest's Best"**



**New—Near-New  
Rebuilt and  
2nd Hand  
Gas Engines**

of our own  
make, thor-  
oughly guar-  
anteed—8 to 50  
H. P. Let us  
know your re-  
quirements and  
we can, no  
doubt, fit you  
out with just  
what you want.

**The New Era Gas Engine Co.**  
86 Jefferson Avenue, PORTSMOUTH, OHIO



## Gas Engine Books

Operators of Gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance:

**The Practical Gas Engineer**, by E. W. Longanecker, M. D., Price, \$1.00.

**The Gas and Gasoline Engine**, by Norman & Hubbard, Price, \$1.00.

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**Gas Engine Troubles and Remedies**, by Albert Stritmatter, Price, \$1.00.

**Plain Gas Engine Sense**, by E. L. Osborne, Price, \$1.00.

For any of the above address,

**Grain Dealers Journal**

La Salle Street, Chicago, Illinois

**Want a Job?**—Advertise in the Situation Wanted columns of the Grain Dealers Journal.

## 5 Money-Saving Features of Fairbanks-Morse Engines

They use very little fuel.

They operate on cheap low grade oils as well as on Kerosene, Gasolene, Benzine and Naphtha.

They are reliable—No shut-downs.

They develop full power at low speed, insuring long life.

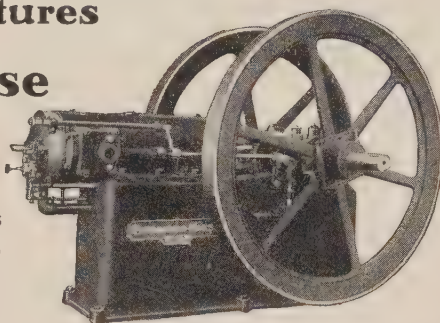
They require no operator.

Write us for Prices and Catalog No. 550NX.

**Fairbanks, Morse & Co.**

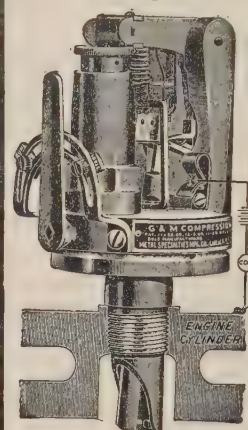
900 S. Wabash Ave.

CHICAGO, ILL.



## G. & M. Compression Igniter

### A Revelation In Gas Engine Ignition



This igniter is suitable for all types of internal combustion engines. It may be screwed in in place of your jump spark, hot tube, or mechanical make and breaker.

**We can save you  
MONEY, TIME  
AND TROUBLE**

A. H. McDonald, the gas engine man, Chicago, wrote us as follows:

"I have handled and sold the G. & M. Compression Igniter during the past three years and have installed them on a great many engines, some of which were cases where nearly every other form of ignition had been tried and proven more or less of a failure. I take pleasure in stating that your Igniter has given perfect satisfaction. I find by using this Igniter that the difficulties and troubles of other forms of ignition have been overcome and that it has solved the problem of quickly equipping any engine with a hammer make and break type of ignition. It is simple in form, easily applied and thoroughly reliable." *If your dealer does not handle this, kindly send us his name and write direct to sole manufacturers*

**METAL SPECIALTIES MFG. CO.**

736 W. Monroe Street, Dept. G. Chicago, Ill.

## EDISON BSCCO PRIMARY BATTERY

The great variety of primary cells of various types ordinarily listed, renders the task of selecting a suitable cell somewhat difficult, from the fact that comparatively few cells are suitable for practical purposes. You eliminate risk by deciding on the EDISON BSCCO, the standard primary cell for motor work, and on account of the uniform voltage maintained, ideal for telephone talking circuits, ignition and all primary battery service.

Write for catalog.

**Thomas A. Edison, Inc.,**

260 Lakeside Avenue, Orange, N. J.

## Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. **Price, \$1.50**

**GRAIN DEALERS JOURNAL**

La Salle Street, CHICAGO, ILL.

## Record of Cars Shipped

Is a book designed especially for country shippers in keeping a complete record of each car of grain shipped.

It is ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of linen ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2,230 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. PRICE, \$1.50.

**GRAIN DEALERS JOURNAL**

La Salle Street, CHICAGO, ILL.



# You Are Paying Too Much for Power

unless you are operating with an OTTO. Make us prove to you that power from steam or electric current costs more than with an



## GAS OR GASOLINE ENGINE

The fuel economy and low up-keep of the OTTO results in lower power costs than is possible from other makes of internal combustion engines.

**THE OTTO IS HIGHER GRADE THAN EVER  
YET LOWER IN PRICE THAN FORMERLY.**

Built in all sizes from 1 to 300 H. P.—for city and natural gas, gasoline, alcohol, distillate. ¶ We also build producer gas plants complete.—Send for Bulletin No. 3.—Address nearest office.

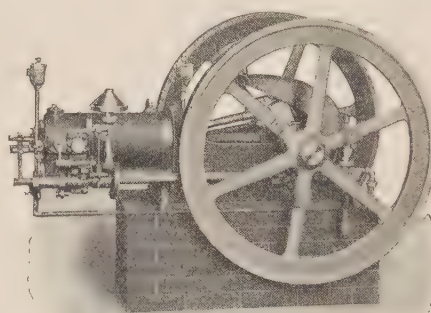
### THE OTTO GAS ENGINE WORKS

HOME OFFICE AND FACTORY:

3217 WALNUT ST., PHILADELPHIA, PA.

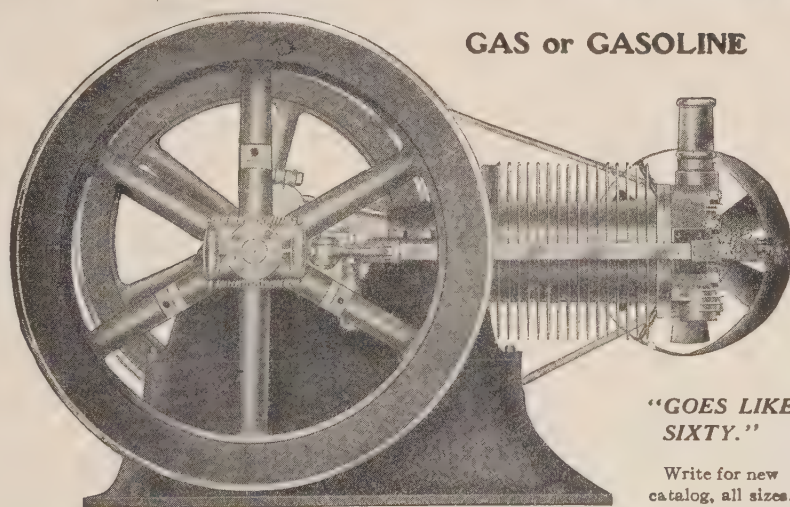
15-17 So. Clinton St., Chicago.

1205 Union Ave., Kansas City, Mo.



## GILSON 5 Horse Power AIR-COOLED ENGINE

GAS or GASOLINE

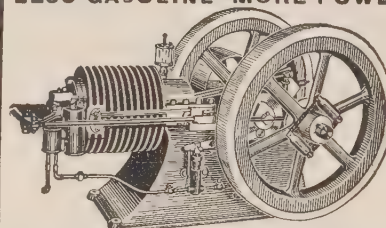


"GOES LIKE SIXTY."

Write for new catalog, all sizes.

GILSON MFG. CO., 644 Park St., Port Washington, Wis.

### LESS GASOLINE—MORE POWER

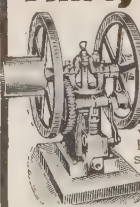


Why use 3 gallons of gasoline where you need only 2? Every third gallon you buy for a water cooled engine is just that much money thrown away. Find out about the Gade Gasoline Saver. Sizes up to 12 H.P., all air cooled.

GADE BROS. MFG. CO. 110 Main St. Iowa Falls, Iowa

### STOP! STOP! STOP!

#### Thirty Days Trial of



**United States Bonded Engine.** Burns gas, gasoline, kerosene, distillate. Consider these

**12--Advantages--12**

1st, Pays for itself in fuel saving in short time. 2nd, No violent vibration. 3rd, Greatly reduced bulk. 4th, Easily portable; mounted anywhere. 5th, Every engine part and horse power guaranteed. 6th, Absolutely frost proof. 7th, Positively most economical running engine made. 8th, Only engine with pulley on both sides. 9th, Small pulley on cam shaft, for very slow machines. 10th, Perfect Lubrication, cooling & ignition. 11th, Lowest cost engine in the world. 12th, Made by reputable firm, 60 years in business.

**2 to 50 H. P. Wonderful New Pumping Engine**  
Send postal today for Illustrated Catalog.

**United States Engine Works**  
1551 Canal St., Chicago, Ill.

## DUPLICATING SCALE TICKET BOOK

No. 62 is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets and the sheet is perforated so that each ticket can easily be removed. Each ticket is printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. A sheet of carbon is placed between the white and manila sheets, so that the weigher tears out a ticket and gives to each driver, retaining a carbon copy of it. 800 tickets in each book with a rubber stamp for quickly filling in name of buyer. Price \$1.25.

GRAIN DEALERS JOURNAL

La Salle St., Chicago, Ill.

Say you saw it in the  
**Journal**

When you write our advertisers  
Thanks



**It always pays to look out**

but "looking into" a

## Richardson Grain Separator

Will Pay Your Business a Hundred Fold

THIS MAN MADE "LOOKING IN" PAY  
FARMERS ELEVATOR COMPANY.

Grain Separator Co.  
Sparta, Wis.

Cooperstown, N. Dak.  
Mch. 24, 1912.

Gentlemen:—The separations we get from our Richardson Oat Separator must be seen in order to be appreciated. It is a fact that our machine has paid for itself several times, in making separations that we could not handle on our other elevator separators. No Farmers Elevator should be without the Richardson Oat separator.

Yours truly,  
FARMERS ELEVATOR COMPANY  
F. L. Barkee, Manager.

## The RICHARDSON GRAIN SEPARATOR

will separate Wild and Tame Oats from Wheat, Wheat from Barley, or Cockle, Wild Mustard and other Seeds from Wheat, Oats and Barley at one running through.

Substantially and carefully built.

Less power and floor space than any other separator claiming to do similar work.

No sieves to adjust, no wind boards to set, no watchman necessary.

Positive feed regulator.

They are best improvement a grain man can make. Write for proof.

**Grain Separator Company**  
Sparta, Wisconsin

The Richardson Will Make you money.  
not cost

**You ought to hear the Contractors  
who have called and studied our**

## U. S. Grain Cleaner!

This is what they said:—

"Well, say, that looks good to me."

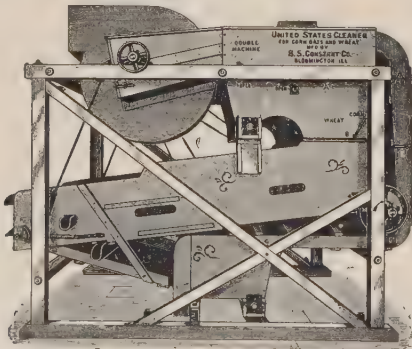
"You've got the right principles."

"A mighty well made machine."

"It will do the work allright."

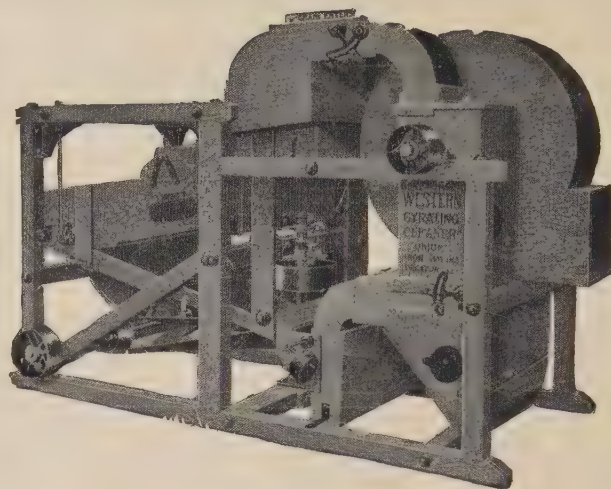
and we added—

"Yes, and it will clean the small grain just as satisfactorily as it separates the corn and cob."



Come on with your orders; you are not running any risk and will be awfully glad you bot our cleaner.

**B. S. CONSTANT CO.,** Bloomington,  
Illinois



**Would use  
no other than the  
"Western" Gyrating Cleaner**

The  
**Marshfield Grain Co.**  
H. C. AMOS, Manager  
GRAIN AND COAL

Marshfield, Ind., Feb. 26, '12

Union Iron Works,  
Decatur, Ill.

Gentlemen:

Your cleaner, which we installed in our plant, is proving very satisfactory. We consider it the best cleaner on the market today, and would use no other than the WESTERN Gyrating Cleaner.

Yours truly,  
MARSHFIELD GRAIN CO.

One of the many—why?

Because of its

Larger Capacity,  
perfect separation,  
more equal balance,  
less vibration,  
better control,  
greater durability,  
most convenient,  
least expensive to install,  
and better cleaning of  
CORN, OATS, WHEAT,  
and other small grains.

Three distinct movements, rotary, oscillating and a tossing motion

First gives machine greater capacity,  
Oscillating frees screens quickly.  
Tossing prevents screens from clogging with small with pieces of cob.

Will ship anywhere on 30 days' time.

We guarantee the "Western" to be as represented in every respect.

Write for catalog of the "Western" Line

**Union Iron Works**  
Decatur, Illinois



# "Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

## MACHINES FOR SALE.

ONE BOSS CARLOADER, been used two years, in good condition. Can ship instantly. Price \$35.00. Pollock Grain Co., Middlepoint, Ohio.

One 12 INCH MONARCH Attrition mill for sale. \$75. Guaranteed as good as new. Address Monarch, Box 12, Grain Dealers Journal, Chicago, Ill.

MACHINES FOR SALE find over 6,000 buyers, who are now making or planning their annual improvements, by inserting an advertisement in the "Machines For Sale" columns of the Journal.

SNAPS—2 Double Automatic shovel machines \$25 each; 1-5 H. P. Steam Engine \$40. 4 Fairbanks Hopper Scales with timbers for frame \$35 each. 1 Rochester Grain and Flax cleaner \$30. 4 Boot tanks \$20 each. 1 fan 36" high \$20. 1 steam pump, used two weeks \$75. Elevator cups practically as good as new, 6"x18"-15c each, 6"x16"-14c each. La Crosse Wrecking & Lumber Co., La Crosse, Wis.

SECOND HAND FOR SALE—Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-20" Unique; 2-24" Foos; 1-19" Foos; 3 pair high roller mills; 2-9"x18" Noye gear drive; 1-9"x15" Case; 1-7"x18" 3 pair high Alfsee, belt drive; 1-7"x15" Alfsee, 2 high roller mill. Separators: 1 No. 1 1/2 Barnard & Leas milling, 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic, 25 bu. cap.; 1 No. 256 Monarch Magnetic, 50 bu. cap.; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors: 1 No. 3 P. 1 No. 4 A, 1 No. 2-B Wilson Tubular, 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.

## NOW IS THE TIME

TO GET IN READINESS FOR THE NEW CROP.

IS SOME OF YOUR MACHINERY WORN OUT?

ARE YOU GOING TO ENLARGE OR ADD A FEED MILL?

DOES YOUR ELEVATOR NEED NEW ROOFING OR A COAT OF PAINT?

WHY NOT NAME US YOUR NEEDS AND PROCURE OUR PRICES ON THEM AND SAVE MONEY.

We have everything needed for Flour Mills, Feed Mills and Elevators as Machinery, Pulleys, Belting, Shafting, Hangers, Gearing, Elevators, Elevator Buckets, etc. New and Second Hand at Reduced Prices.

Estb. 1872. B. F. GUMP CO. Inc. 1901. General Mill Furnishers.

431-437 So. Clinton St. Chicago, Ill.

Cut Out and Mail.

Gentlemen: Date, ..... 1912.

Please send me free of charge your New No. 68 Net Price Catalogue of Mill and Elevator Supplies and include a "GUMP BARGAIN" Book of Rebuilt Second Hand Flour Mill, Feed Mill and Elevator Machinery, Pulleys, Belting, etc., as I expect to be in the market for.....

Name ..... P. O. .... State.....

## MACHINES FOR SALE.

FOR SALE—One No. 1 Barnard & Leas corn sheller and cleaner combined in good repair. Replace with larger one, and no use for it. C. W. Hinkle & Co., Rushville, Ind.

## MACHINES WANTED.

SECOND-HAND GAS ENGINE wanted, from 25 to 30 H. P. Give price, make and full particulars, not over two years old. Address Horton Bros., Tolono, Ill.

SECOND-HAND TRACK SCALES wanted. There is an exceptionally large demand for these scales at the present time. If you have one to offer, make the fact known to over 6,000 possible buyers, by inserting an advertisement in the "Scales For Sale" columns of the Journal.

## SCALES FOR SALE.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

ON ACCOUNT OF REBUILDING and installing all new equipment, we will sell our two sets F-M. Hopper scales. These scales are 60,000 lbs., capacity. In good condition. Cheap for quick sale. The Cleveland Grain Co., Champaign, Ill.

SCALES are the trial balance of your business, therefore have them correct. Our large force of mechanical scale experts and our unequalled facilities at your service. Write or wire, Indiana Scale & Supply Co., Indianapolis, Ind.

FOR SALE CHEAP, one 48,000 lb. Buffalo Hopper Scale; one Buffalo Platform Scale, 4,000 lbs. capacity, with grain hopper five feet square. These two scales in first class condition replaced with larger ones. The Raymond P. Lipe Co., Toledo, Ohio.

## REFITTED BUFFALO SCALES FOR SALE

Three 4-ton, 8' x 15' Platform.

One, 6-ton, 8' x 15' "

One, 8-ton, 8' x 22' "

One, 1000 bushel hopper.

All are guaranteed.

Buffalo Scale, 15 S. Clinton St., Chicago.

## BUILDING MATERIAL.

2 MILLION FT. 2x6, 2x8, 2x10 hemlock cribbing; all size timbers, boards and ready roofing. J. G. Ruel, 7337 Stony Island Ave., Chicago.

## CARBON REMOVER.

RIGHT CARBON REMOVER compounded and patented by Dr. D. E. Cripe. Keeps all kinds of gasoline motors, also stationary engines, clean without harm even to the polish in motor, after two years' thorough test. Package postpaid for \$2. Right Carbon Remover Mfg. Co., Frankfort, Ind.

## AUTOMOBILES.

BRAND NEW 1912 Automobiles, any make, any model, fully guaranteed, \$50 to \$500 less than regular prices. State make and model wanted. Referenced agents wanted in every town. Owners get our selling-cost-eliminated-prices for tires and accessories. The Union Motor Sales Co., 1127 CPA, Dayton, Ohio.

## GASOLINE ENGINES

One 35 H. P. Natural Gas or Gasoline engine for sale. In good condition. Will sell cheap. Elliott & Reed Co., Richmond, Indiana.

FOR SALE one 25 H.P., Otto Gasoline Engine in good running order. Price with battery ignition \$350. Magneto ignition \$375.00. J. Thompson & Sons Mfg. Co., Beloit, Wis.

GAS AND GASOLINE engines for sale command a vitally interested audience if you insert an advertisement in the "Gas Engines" columns of the Grain Dealers Journal, Chicago, Ill.

FOR SALE—One 25 H. P. Columbus Brown horizontal gasoline engine as good as new for service. In perfect condition—\$280.00. Badger Motor Co., Milwaukee, Wis.

FOR SALE—One 35 H. P. Columbus Gasoline Engine with friction clutch, air tank, used about two years. Same is giving good service and only reason for selling is to install electric power. Cash price \$750.00 f. o. b. cars Princeton. A bargain for the money. J. W. Challacombe, Princeton, Ill.

## GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.

25 H. P. Columbus.

25 H. P. Fairbanks-Morse.

22 H. P. Fairbanks-Morse.

15 H. P. Fairbanks-Morse.

12 H. P. Fairbanks-Morse.

6 H. P. Fairbanks-Morse.

4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

## STEAM ENGINES—BOILERS.

STEAM ENGINES OR BOILERS for sale find many ready buyers when offered thru the grain trade's accepted medium—for engine bargains—the "Steam Engines—Boilers" columns of the Grain Dealers Journal, Chicago.

## DYNAMOS—MOTORS.

DYNAMOS AND MOTOR BUYERS are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamoes—Motors" columns of the Grain Dealers Journal, Chicago.

## ACCOUNTING—AUDITING.

EXPERT ACCOUNTANT.

Elevator books audited, accounts, etc., checked up, annual reports and statements prepared. 15 years' experience in grain and elevator books. Address A. H. Hanson, 1008 Chamber of Commerce, Minneapolis, Minn.

## SECOND-HAND BAGS AND BURLAP.

WE HAVE at all times on hand for disposal large quantities of all kinds of second-hand Burlap and Burlap Bags, as well as Cotton and Paper Flour Sacks, for all purposes, which we offer at reasonable prices. Our specialty is purchasing most anything in this line and grading and mending them for the consumer. Peerless Trading Co., 106 Canal St., Syracuse, N. Y.

## INFORMATION.

ADDRESS WANTED of M. T. Shepherdson, formerly of the Shepherdson Com'ln Co., Omaha, Nebr., also the names and addresses of any other persons who were members of this company. Brown-Goodell Elvtr. Co., Box 7, Grain Dealers Journal, Chicago, Ill.



## ELEVATORS FOR SALE.

**IOWA.** For sale elevator and coal business. A good proposition. Address X. Z., Box 9, Grain Dealers Journal, Chicago, Ill.

**OHIO ELEVATOR**—Private ground, 30,000 bu. capacity, good grain point. Snap for some one with \$5,000.00. Address James King, Larue, Ohio.

**ILLINOIS**—For Sale or Trade, a 35,000 bu., elevator, good location, coal and implements. Address, Frank B. Scott, Sidney, Ill.

**SOUTHERN KANSAS**—For sale, two elevators, located in Southern Kansas, both money makers, good live town to live in. Address Field, Box 7, Grain Dealers Journal, Chicago, Ill.

**NORTH DAKOTA AND MINNESOTA.** For sale 16 elevators located in N. D. and Minn. Good stations and prices reasonable. Will sell either as a line or separate. Address 308 Board of Trade, Duluth, Minn.

**KANSAS**, 25,000 bu., elevator Northeastern Kansas, fully equipped. Best wheat prospect in years. Great opportunity. Not much capital required. Address, Kans., Box 8, Grain Dealers Journal, Chicago, Ill.

**EASTERN SOUTH DAKOTA**—A 35,000 bu. cribbed elevator and coal sheds for sale. First class condition, best of grain territory. Address Dane, Box 7, Grain Dealers Journal, Chicago, Ill.

**NORTH DAKOTA** elevator for sale. Located on N. P. Ry., and in good grain country. Elevator capacity 25,000 bus. Let us send you details. Address Eltr., Box 7, Grain Dealers Journal, Chicago, Ill.

**OHIO ELEVATOR**, feed and coal business for sale. Profit 50% of price asked. Would consider trade on good land or income property. Price \$20,000. Address, Bargain, Box 8, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—New modern 120,000 bu., cribbed elevator for sale. Slate roof, steel siding, brick engine room and furnace heated office. Price \$18,000.00. Located on I. C. R. R. Address, Jas., Box 8, Grain Dealers Journal, Chicago.

**INDIANA**—20,000 bu. elevator on private grounds. Good lumber and coal business with sheds for same. One store room 20x40. All in good repair. Steam power. Price \$6,000.00. Address A. M. C., Box 7, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS ELEVATOR**, only one at a 150 car station on C. I. & S. R. R. 20,000 bus. capacity. Must be sold to close estate. If you want a good business write today. Address B. O. Y., Box 5, Grain Dealers Journal, Chicago, Ill.

**MINNESOTA**—For Sale. line of 4 elevators in Southwestern Minnesota, one of the best elevator propositions in the state. Coal sheds and corn cribs. Capacity of houses 25,000; 30,000; 35,000 and 50,000 bus. All in first class condition. Will give bargain as we have other interests demanding attention. Address—Box 117, Lewistown, Mont.

**TERMINAL MARKET ELEVATOR** for sale. About 200,000 bu. storage capacity. Ten steel tanks. Iron clad steel frame work house. Fairbanks steel hopper scale. Grain drier. Hundred horse power engine and boiler. Everything in first class condition. 13 railroads. Can buy at all country points tributary to Chicago, also vast grain territory Chicago cannot reach. Can buy in Chicago, St. Louis, Kansas City, Omaha, Milwaukee, Minneapolis, and ship for storage, and rebill beyond without additional charges to the through rate. Insurance rate on tanks 55c per thousand. A live man can net \$20,000 per annum. This elevator sold for \$24,000.00 when storage was not worth the money it is today. Several thousand dollars expended last fall on repairs. Present owner cannot give elevator personal attention on account of other business. PRICE \$15,000.00. Address, Arthur Jerome, Box 8, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**MICHIGAN GRAIN ELEVATOR** for sale, fine location, and doing a good business. Chas. W. Rowley, Williamston, Mich.

**MICHIGAN**—17,000 bu., elevator for sale in live town in heart of grain belt. Every thing up-to-date and in A 1 condition. E. H. Morehouse, Lake Odessa, Mich.

**NORTHWESTERN OHIO.** For sale, one of the best elevator and coal propositions in the state. Address C. O. D., Box 7, Grain Dealers Journal, Chicago.

**IN MINNESOTA'S BEST GRAIN LAND**, a 30,000 bu., cribbed elevator, coal sheds, and corn cribs for sale. All in good condition and a first class business. Address, Best, Box 6, Grain Dealers Journal, Chicago.

**ILLINOIS**—For Sale or Trade, 15,000 bu. elevator and coal and hay business. Located in good territory, only one competitor. Too much other business to attend to, reason for selling. Address B. E. T., Box 5, Grain Dealers Journal, Chicago.

**KANSAS**—For sale, three elevators, 5,000 to 6,000 bus. capacity each, located in Northwestern Kansas on C. R. I. & P. Ry. All points draw grain from big territory, big wheat acreage. Address "State Elevators," Kansas City, Mo., 230 Board of Trade.

**KANSAS ELEVATORS** for sale. Terminal house and line of five country stations on the C. R. I. & P. During the past three years these elevators have paid a yearly dividend of 25% on the capital invested. Crop condition at this time 90%. Address, Golden Grain Co., Hutchinson, Kans.

**OHIO ELEVATOR** and loose hay barn having a capacity of 10,000 bus., located in Williams Co., on the Wabash Ry. No competition. Good grain and hay point. A money-maker. Have other business reason for selling. Address, Ohio, Box 8, Grain Dealers Journal, Chicago, Ill.

**THREE KANSAS ELEVATORS** for sale. Two 14,000 bu. capacity elevators, one at Herington, on R. I. & M. P., other at Wilsey. One 12,000 bu., capacity elevator at Delevan, on Mo. Pac. All gasoline power. Located in good farming country. Poor health reason for selling. Address, Three, Box 8, Grain Dealers Journal, Chicago.

**NOTICE**—Up-to-date Northwestern Ohio elevator and hay business for sale or trade, station will handle 175,000 bus. of corn and oats and 100 to 150 cars of hay annually. Or will trade for an exclusive hay business in Michigan or a good Michigan farm. Address Van, Box 7, Grain Dealers Journal, Chicago, Ill.

**TWO ILLINOIS ELEVATORS** for sale. Located on I. C. Ry., 35,000 and 25,000 bus. capacity, cribbed and iron clad. New automatic scale in elevator, Neberter engine in one, Fairbanks in other, and Fairbanks scales. Private vault with Mosler screw door safe. Coal sheds. Would like to sell all together, handles from 300 to 400,000 bus. per year. Address Led, Box 7, Grain Dealers Journal, Chicago.

**MINNESOTA**—A 20,000 bu. elevator in good Minnesota town; only elevator in town; handles from 60,000 to 100,000 bus. each year. Also good flour and feed business in connection with elevator. \$5,000 to \$8,000 profit per year can be made at this point.—Price \$4,500.

**SCHWAB BROS.**  
123 Guaranty Loan Bldg., Minneapolis.

**Missouri**—\$4,000 buys a nice feed and grain business in central Missouri on Mo. Pac. Ry. Including public scales, nice residence, good barn and outbuildings and 5 acres of good land. All in corporation of a good live town. Buildings alone would cost more if built now. All are in good shape and almost new. Address H. E. W., Box 4, Grain Dealers Journal, Chicago.

## ELEVATORS FOR SALE.

**FIRST-CLASS ELEVATORS** for sale, find many ready buyers, if over 6,000 know of the offer through an advertisement in the "Elevators For Sale" columns of the Grain Dealers Journal.

**SOUTHEAST KANSAS**—For sale, new 15,000 bu. elevator with splendid retail flour, feed and coal business in addition. Only elevator and coal business in the town. Buildings all on owner's land. Address, I. F. Clark, Walnut, Kansas.

**SOUTH DAKOTA**—For Sale, 30,000 bu., cribbed elevator, two scales, six horse power gas engine. Good grain, coal and feed business, only corn crib in town. Located on C. St. P. M. & O. R. R. In southeastern part of state. Other business reason for selling. Address, Owner, Box 8, Grain Dealers Journal, Chicago, Ill.

**SOUTH DAKOTA**, grain, coal, flour, feed and live stock business for sale. 18,000 bu. elevator. Ships out 100,000 bus. of grain and 30 cars of live stock and ships in about 1,000 tons of coal per year. \$2,800.00 cash, net, takes this whole bargain. First man first buyer. Address, Bros., Box 8, Grain Dealers Journal, Chicago.

**MISSOURI ELEVATOR** of 10,000 bus. capacity for sale, in town of 1,200 people. Good wheat country. A splendid opportunity for a man to run a feed and exchange and grain business, as there is no competition in this business in town. 55 car loads of feed shipped in here so far this year. Address, Box 188, Sullivan, Mo.

**WESTERN OHIO**—25,000 bus. heavy cribbed elevator for sale. On own ground. Steam power, strong concrete foundation. Elevator and engine room floors concrete. Iron siding and roof, three stands of elevators, corn cleaner, corn sheller, attrition mill, wagon, hopper and platform scales. An up-to-date elevator. First class machinery and mill work. Handle flour, feed, salt, seeds, etc., as side line. Write O. K., Box 2, Grain Dealers Journal, Chicago.

## ELEVATOR BROKERS.

**JAMES M. MAGUIRE**, Campus, Ill. Elevator Broker, can suit you in an elevator from \$5,000 up. Can give good terms on many of them. Write for information or to make appointments.

**JOHN A. RICE**, exclusive elevator broker, Frankfort, Ind., 1,100 listed. Sold 122. First-class trade only. Charge seller 2%, subject to prior sale. NO OTHER WAY. 12 years' experience worth \$1,000 to buyers GRATIS. List with me, buy of me and have good luck.

## MILLS FOR SALE.

**FLOUR AND FEED MILL**, 35 bbl. flour mill, water power, also gas and gasoline engine. E. Central Indiana. Terms to suit purchaser. Address E. C. I., Box 2, Grain Dealers Journal, Chicago, Ill.

**FRAME FLOURING MILL**, 48 bbl., good running order. Located at County Seat, Adams Co. Excellent location. Three steam railroads and interurban. Good custom trade; also jobbing. Will sell half interest or all. Address Fred Heckman, R. F. D. No. 1, Decatur, Ind.

**FLOUR AND FEED MILL** in Southeastern Ohio, 30 bbl. flour capacity, large feed capacity. In best wheat growing section of Ohio. Plenty of wheat at all times. A good business established. A bargain for some one. Death of owner reason for selling. Address R. F. Totman, Adm'r., Sharpsburg, Ohio.



## ELEVATORS WANTED.

**ONE OR TWO ELEVATORS** in good corn section wanted. Address D. J. Peters, Wellsburg, Iowa.

**MODERN BEAN AND GRAIN** elevator wanted in good bean district of Michigan, fully equipped. Full particulars. Address, Bean, Box 8, Grain Dealers Journal, Ch'go.

**WANTED**—Central Illinois Elevator in good condition, handling over 250,000 bus., annually. Cash buyer. Address Mine, Box 8, Grain Dealers Journal, Chicago.

**TO TRADE** for good grain elevator in a good location, 160 acres of good black loam soil in Newton Co., Tex. Price \$50.00 per acre. Address, Texas, Box 8, Grain Dealers Journal, Chicago, Ill.

**WANTED**—To purchase an elevator in Western Indiana, a good business and handling not less than 200,000 bus. of grain annually. Address E. A. Benedict, Wadena, Ind.

**WILL TRADE** one section eastern Montana land, 8½ miles from R. R., 450 to 500 acres tillable for one or two elevators in good North or South Dakota towns. E. Lloyd, Beach, N. Dak.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" columns of the Grain Dealers Journal, and select one at a satisfactory price and station.

**FOR TRADE** 80 acres in famous Gulf Coast of Texas, 2 miles from good R. R. Price \$100.00 per acre. Will trade for first-class elevator in good grain country. Clear of incumbrances. Address, Mont, Box 8, Grain Dealers Journal, Chicago.

**WANTED**—To purchase an elevator in mostly corn and oats belt in either Western Ohio, Central Indiana or Illinois. 150,000 to 200,000 bus., output. Full details and price desired in first letter. H. H. Troxel, R. D. No. 9, Wooster, Ohio.

**FOR SALE OR TRADE** for a good grain elevator in good location, 160 acres of good land in South Central Illinois, all in cultivation and fair improvements. Price \$135 per acre. Clear, will take back any amount on the land. Address, 135, Box 8, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS WANTED.

### OLD ELEVATORS BOUGHT.

We are in the market to buy old elevators, mills, factories, warehouses or any large buildings, and will promptly comply with requests to bid on any properties answering such descriptions, in Wisconsin, Minnesota, Iowa, Illinois or Michigan. LaCrosse Wrecking & Lumber Co., LaCrosse, Wisconsin.

## BUSINESS OPPORTUNITIES.

**OHIO GRAIN, FEED AND POULTRY** business, half-interest for sale. Buyer can make plenty of money, and have management. Good reason for one partner retiring. Bowen-Snyder Co., Mansfield, O.

**WANTED TO CORRESPOND** with owner of elevator doing 300,000 bus. annually, who wants to retire actively, but who is willing to keep an interest in the business. Have grain experience and will arrange a safe and satisfactory proposition with anyone with such station. Address Investment, Box 7, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

**WANTED** three good experienced men to run country elevators. Address, R. E. Jones Co., Wabasha, Minnesota.

**COMPETENT AND EXPERIENCED** help can be secured through an advertisement in the "Help Wanted" columns of the Grain Dealers Journal.

**MANAGER WANTED** for established wholesale grain and feed business; prefer party who will take interest. Best Texas location. Address, Manager, Box 8, Grain Dealers Journal, Chicago, Ill.

## PARTNERS WANTED.

**PARTNER WANTED** with about \$2,000 to buy half interest in grain brokerage business in Northern Illinois town. Have good connections with Eastern, Southern and Chicago houses. Here is a chance for good dividends with a small investment. Write for particulars. Address Broker, Box 7, Grain Dealers Journal, Chicago, Ill.

## SITUATIONS WANTED.

**WANTED**—POSITION AS MANAGER of an elevator. Am perfectly capable and can give reference. Married. E. L. Reed, De Witt, Ill.

**WANTED POSITION** as elevator superintendent or foreman by a man of ability. Address Bin, Box 7, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as manager of country elevator, thoroughly experienced and can furnish best of reference. Address "M," Box 7, Grain Dealers Journal, Chicago.

**WANTED TO CONNECT** as manager with working interest with firm operating small line of good country elevators. Address "R," Box 6, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED GRAIN ELEVATOR** managers and operators have 6,000 possible openings to apply for by making their want known through the "Situations Wanted" columns of the Grain Dealers Journal.

**WANTED**—Position as manager of country elevator, in Kansas preferred. Have had four years experience and can give good references. Address, Chase, Box 8, Grain Dealers Journal, Chicago.

**WANTED POSITION** after May 1st, as second-man in elevator or lumber yard. Best of references, steady and willing worker. If you have no position to offer give me a job. Address, C. A. Palmer, Badger, S. Dak.

**POSITION WANTED** as manager of elevator by young married man. 5 years experience. Can handle all side lines. Will work on salary or commission. Best references. Address, Harry, Box 8, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED**—As manager of country elevator within a radius of 150 miles from Kansas City. One where coal or live-stock on side preferred. Am manager of line company's elevator, which I have held for five years. Have had eight years' experience with dozen different makes of gas engines, trouble shooting. First class references. Must have \$70 per month or equivalent commission. Address Box 37, Huron, Kans.

# ALL SEEDS SOLD

Forty-eight inquiries from one insertion of an ad. in the "SEEDS FOR SALE" columns of the  
**GRAIN DEALERS JOURNAL, CHICAGO**  
**THE AD.**

**FOUR CARS NEW TIMOTHY SEED**  
for sale. Write for samples and prices. Yost & Morley, Libertyville, Ia.

## THE PROOF

Libertyville, Ia., Aug. 20, 1911.

Gentlemen:—Please discontinue our "Seeds For Sale" ad., as we have sold all. We have received 48 inquiries up-to-date.

Respectfully, Yost & Morley.



## SEEDS FOR SALE—WANTED

## GRAIN WANTED.

**SALVAGE GRAIN.** We buy grain salvage in any quantity, wet or dry. American Cattle & Poultry Food Co., Binghamton, N. Y.

**WANTED**—Off grade and salvage wheat and corn of every description. I make a specialty of it. C. C. Lewis, Chamber of Commerce, Buffalo, N. Y.

**NEW WHEAT AND OATS** of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Phila., Pa.

**GOVERNORS ISLAND**, N. Y. H., April 1, 1912.—Sealed proposals, in triplicate, for furnishing fuel, gasoline, mineral oil and forage and straw (three months' and a year's supply) required in Eastern Division, during year commencing July 1, 1912, will be received here until 10 a. m., May 1, 1912. Information furnished on application. J. B. Bellinger, C. Q. M.

## HAY WANTED.

**HAY & STRAW WANTED**—Correspond with us. W. J. Armstrong Co., Milwaukee, Wis.

**HAY AND STRAW WANTED**—Correspond with me. C. T. Hamilton, New Castle, Pa.

**HAY & STRAW WANTED**—Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

## ALFALFA HAY WANTED.

Get our prices before selling. We are the largest handlers in the Middle West. Albert Miller & Co., 192 N. Clark St., Chicago, Ill.

## WANT HELP?

Then consult the "Situations Wanted" columns of the Grain Dealers Journal.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

## FOR SALE

**Alfalfa Seed Timothy Seed**  
**THE NEBRASKA SEED COMPANY**

OMAHA,

NEBRASKA



Headquarters for  
Wisconsin Grown  
Timothy and Clover  
Also Dry Land Montana  
Grown Alfalfa

**ROSENBERG  
&  
LIEBERMAN**  
MILWAUKEE, WIS.

## SEEDS

Grain, Clover and Grass Seeds,

CHAS. E. PRUNTY,

7, 9 and 11 South Main St. SAINT LOUIS

Replies  
from all over—

"I received about 2 dozen applications to my Want Ad. from Ohio to Colorado, and from Texas to N. Dakota. It certainly did the business, and I think I got a good man.  
C. C. Buck, Iowa Falls, Iowa."

A Want Ad  
Will find a man to  
your liking,

if you make your want known thru the "Help Wanted" columns of the

**GRAIN DEALERS JOURNAL**  
CHICAGO

Costs but 20c per type line  
each insertion.

## IF U NU

How easy it is to sell anything thru a want ad in this paper, you would send in your ad at once.

Try it. At least ask us about the success of others.

**GRAIN DEALERS JOURNAL**

LA SALLE ST., CHICAGO.

Could Have Sold  
Another Elevator

"Please discontinue our ad, as we have sold the plant thru the advertisement, and could have sold another just like it, if we had had one. O. D. Brungard, Ridgeway, O."

A Want - Ad  
Will Sell Yours

If inserted in the "Elevators For Sale" columns of the

**GRAIN DEALERS JOURNAL**

Over 6,000 possible buyers.  
Costs 20c per type line.

## KEEP POSTED.

## GRAIN DEALERS JOURNAL

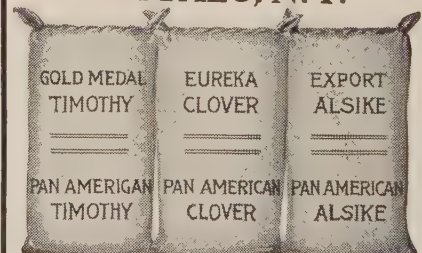
La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar and Fifty cents for one year.

Name of firm.....

Capacity of Elevator      Post Office.....

.....bus.      State.....

Whitney-Eckstein Seed Co.  
BUFFALO, N. Y.

Timothy, Red Clover, Alsike,  
Alfalfa, White Clover, Crimson  
Clover, Canada Bluegrass,  
Redtop, Millets, Lawn Seed,  
Orchard Grass, Seed Grains,  
Peas, Popcorn, Etc.

**Correspondence Solicited**



# SEEDS FOR SALE—WANTED

## SEEDS WANTED.

WANTED FIELD SEEDS, all varieties. Quote, with samples. J. Oliver Johnson, Chicago, Ill.

SEEDS WANTED—Cow Peas, all varieties. Quote best price F. O. B. your station or deliver Pocomoke. State quantity and variety. Send sample. Peninsula Produce Exchange of Md., Pocomoke City, Md.

GOOD FIELD SEEDS are wanted by grain elevator operators for their farmer patrons. Help them and your trade by advertising what you have to offer in our "Seed for Sale" dept. Give full particulars and price, and first ad will sell you out.

### If Your Business

isn't worth advertising  
advertise it for sale

### THE ILLINOIS SEED CO., Chicago, Ill.

#### WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS, BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

### John A. Salzer Seed Co.

GROWERS and DEALERS of  
FARM and GARDEN SEEDS

LA CROSSE, - WISCONSIN

## SEEDS FOR SALE.

WE MAKE A SPECIALTY of high grade seed corn, also seed oats. Aye Bros., Blair Nebr.

FANCY HIGH BRED Broom Corn Seed. We furnish this seed to U. S. Government for Crop Improvement. Address Fancy Broom Corn Seed Co., Lock Box 32, Oakland, Ill.

IF YOU WANT field seeds not advertised herein write the Seed Dept. of Grain Dealers Journal, and we will try to place you in communication with wud-be sellers.

### The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.

Toledo, Ohio.

### Can You Offer

Cane - Millet - Clover - Pop Corn

Send Samples

J. G. Peppard Seed Co.

Kansas City, Mo.

## SEEDS FOR SALE.

GERMAN MILLET is our specialty and we are now in position to furnish the trade with new crop seed either in small or large quantities. Correspondence solicited. D. H. Clark, Galt, Mo.

ALFALFA SEED, Seed Corn, Blue Stem and Fife Wheat, Durham Wheat, Balled Barley and Millets for sale. The Lytle Elevator Co., Miles City, Mont.

EXTRA EARLY YELLOW DENT Seed Corn, 90 day, tests 96%, \$3.00 per bu., while it lasts. Send for sample ear or shelled. Enclose postage. S. Bash & Co., Fort Wayne, Ind.

### Rudy-Patrick Seed Co.

CANE, MILLET, ALFALFA

POULTRY FEED

KANSAS CITY, MO.

### IF YOU WANT

High Grade Timothy Seed, Alfalfa, Alsike, White Clover, Vetches, Millet and Sunflower Seed, write for samples.

G. S. MANN, Seed Broker

930 Postal Tel. Bldg.

CHICAGO, ILL.

### ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE CO.

OGDEN,

UTAH

Est. 1887

Have 10,000 Bu. CHICKEN FEED WHEAT on hand

Wire or Write for Samples and Prices

### HUHN ELEVATOR COMPANY

Chamber of Commerce, MINNEAPOLIS, MINN

### Kraus & Apfelbaum

#### SEED DEALERS

Clovers Millets  
Timothy

Columbia City, Indiana

### W. H. SMALL & CO. SEEDS

#### SEED CORN

SELECTED

WABASH VALLEY WHITE

GERMINATION 92 TO 98%

WRITE FOR SAMPLES AND QUOTATIONS

EVANSVILLE, IND.

### THE ALBERT

# DICKINSON

COMPANY

## SEEDS

Timothy  
Clover  
Flax  
Agricultural

Grain Bags  
Pop-Corn  
Seed Corn  
Beans, Peas

CHICAGO

MINNEAPOLIS



Minneapolis Seed Company  
Minneapolis, Minn.

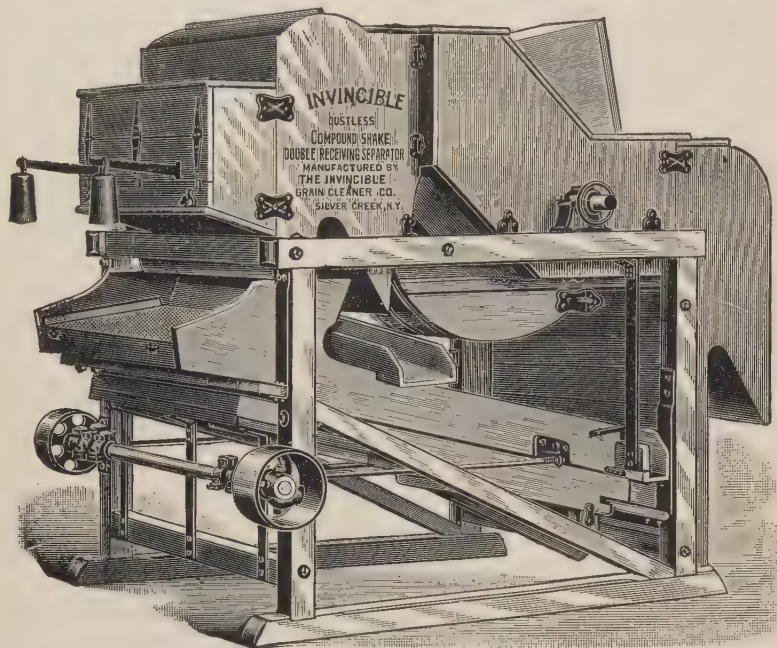
## SEEDS

OUR SPECIALTY IS TIMOTHY

Send Samples for Prices



# Something Every Elevator Needs



It is a well known fact that clean grain will keep better than dirty.

Dirt also lowers the quality at the terminal market.

Hence all Elevator men when receiving grain from various growers should run it through an

## Invincible Dustless Compound Shakeless Receiving Separator

Following this suggestion will mean money to you. You will thereby not only avoid loss by heating, but will also raise the grade and get a better price.

We cannot fully describe here the various sizes and kinds of machines which we make as we build them to suit every need.

Write us and we will gladly send you full information free.

## INVINCIBLE GRAIN CLEANER CO., Silver Creek, N. Y.

F. H. MORLEY, Jr., 311 Traders Bldg., Chicago, Ill.  
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.  
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.  
CHAS. H. STERLING, Jefferson House, Toledo, Ohio

REPRESENTED  
BY

F. J. MURPHY, 234 Exchange Bldg., Kansas, City, Mo.  
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.  
J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.

SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky., STRONG-SCOTT MFG. CO., Minneapolis, Minn.

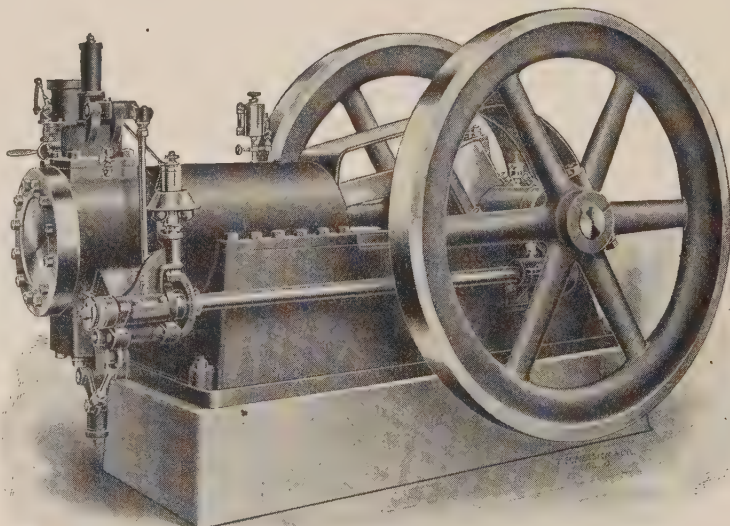
# SUPERIOR GASOLINE ENGINES

INCREASE POWER

Are EFFICIENT, RELIABLE and constructed for service. Your Elevator requires a steady power, which can be applied on a moment's notice.

The SUPERIOR Engines develop and maintain the amount of power at which they are rated.

We solicit your inquiries, and will be pleased to send you the name of some Elevator Firm who owns a SUPERIOR.



DECREASE EXPENSE

Our catalogue and prices for a two cent stamp

## SUPERIOR GAS ENGINE CO., Springfield, Ohio



## GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

by the

**Grain Dealers Company**

315 S. La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager

### SUBSCRIPTION RATES

To United States, Canada and Mexico one year \$1.50; two years \$2.50; one copy 10 cents. To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00. A Red Wrapper on your Journal means your subscription has expired.

### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal. Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., APRIL 25, 1912.

IDAHO has a new law, which requires grain men who operate public elevators to pay an annual license fee of \$5. It is naturally presumed that scoop shovelers will be required to pay \$500 license each year, as they should be.

GRAIN DEALERS contemplating building new elevators or improving old ones will greatly favor us by sending us particulars regarding the contemplated improvement, for publication in the next number of the Journal.

THE GRAIN TRADE would be greatly interested in knowing what is being done by the state and federal agricultural department for improving their crop reports, to the end that state and federal reports may agree.

LOSSES caused by the inefficiency or shortcomings of railroad companies are not to be borne longer with patience by members of the Western Grain Dealers Ass'n. At the recent annual meeting, it resolved to enforce all just claims against carriers for loss of grain in transit regardless of whether evidence of bad order of car was lacking. Unless shippers do insist upon having their just claims paid, they must expect to have the service further impaired and at their expense.

LATE REPORTS from some sections of the winter wheat belt where crop experts have long since killed the entire crop, now seem to indicate that the farmers will obtain 60 to 70% of a crop. Warm rain has materially changed the condition of the growing crop.

GRAIN DEALERS who read carefully our "Supreme Court Decisions" each number will soon have a clear conception of the rights of themselves and those with whom they are dealing, as nearly every year the courts hand down opinions bearing on nearly every phase of the trade.

CONSIGNMENTS to receivers who are members of the Cincinnati Chamber of Commerce will henceforth be sold at auction on the floor of the exchange. A new rule recently adopted so provides, and henceforth all shipments to that market for sale in the interest of the shipper will be open to all bidders.

SHIPPERS who are disposed to allow a small deduction from claims for shortages in grain shipments for so-called "natural shrinkage" need to watch closely lest the percentage of these deductions be increased, as was done several years ago. It also might be well to learn what is the percentage of natural increase in the weight of grain shipped from the interior to the seaboard.

THE STATE of Arkansas has brought suit against the Iron Mountain Ry. to enjoin it from leasing its elevator at Little Rock to a private company, on the ground that such action would be in violation of the railroad company's charter. The outcome of this suit will be watched with great interest by grain dealers everywhere, as other railroads are leasing elevators to private operators.

MANIPULATION of the closing price of any commodity on the Duluth Board of Trade will henceforth be dealt with summarily by the directors. This stand of the Duluth Board is one which merits emulation by every exchange. The buying or selling of any commodity at a fictitious price, solely for the purpose of establishing a market, cannot be upheld by any member of that market, who has its best interests at heart.

GRAIN SHIPPERS who use straight Bs/L must expect now and then to fail to collect for their grain. A Montana shipper, whose query appears in this number, is still trying to collect for two cars of wheat shipped the early part of last September. Had the shipper used an order B/L, and attached it to a draft for 90 per cent of the grain's value, his draft would have been paid and he would now be ahead at least \$2,000. The majority of receivers instruct shippers to use S/O Bs/L and to be sure to endorse it, where draft is attached.

DISCRIMINATION against poor corn the past season promises not only to encourage farmers always to be more careful in the selection of their seed corn, but it will also insure more careful sorting out of the poor, rotten ears, cobs and husks, with the result that the grain dealers who discriminate sharply in favor of corn of good quality will get it, and those who are willing to accept any old stuff as corn at corn prices will get their fill of it, and at prices others would not think of paying.

FEEDSTUFF laws and regulations are so numerous and changeable that feed manufacturers are necessarily kept very busy trying to comply with the different regulations. Firms doing business in various states find it almost impossible to keep up with the requirements of the state officials. What is needed is a uniform law, requiring manufacturers to brand every package with the name and percentage of package's contents, as well as its weight. This should be sufficient to place all buyers on their guard.

IOWA has a new law which makes it imperative that scale owners take every known precaution to keep their scales in perfect working condition. Public sentiment everywhere demands that scale owners exercise every care to secure correct weights and perpetually condemns the scale owner found using defective scales which have not been inspected at least once a year. Scales kept in working order protect the grain dealer against paying for what he does not receive as well as against the charge of operating defective weighing facilities.

FEDERAL INSPECTION of grain seems alright, theoretically, but those who are familiar with the work of the government, know very well that nothing better can be expected in a grain inspection department than is obtained in a postoffice department, or for that matter, in the erection of public buildings. Everyone who knows anything about the mail service knows full well that the service costs many times what it would cost under private ownership, and buildings put up by the government in 10 to 15 years would generally be put up by private corporations in 12 to 15 months. To place the grading of grain in the hands of the National Government would take the power so far from the people that the needs of all commercial interests would suffer greatly, because of the officials' indifference and unwillingness to listen to the protests or petitions of those engaged in the business. State inspection is nearer to the people and more desired, but even better still would be central market inspection departments, controlled by representatives of the shippers, receivers and buyers.



GOVERNMENT OWNED elevators have not been a success in Manitoba, and the Premier is now trying to dispose of the property to some firm who will operate them in the interest of the freer movement of grain to market. The Premier in an address before the Legislature recently, declared that the government had been misled by demagogues who pretended to be representing the farmers. The small amount of grain handled thru the government owned elevators showed very clearly that the farmers did not want the government elevators, and hence were not patronizing them. The government will buy or lease no more houses.

COMPLAINTS of shortage in grain shipments have been eliminated by correct weighing facilities at the terminals and frequent inspection of the scales in country elevators says the Secretary of the Western Grain Dealers Ass'n. If the organization had never done aught else for shippers it has fully justified the expenditure of its cost. The grain dealers of Michigan, Wisconsin, Minnesota, North Dakota, South Dakota, Nebraska and Missouri could also secure relief from many of the abuses of the trade if they would get together and work earnestly for the improvement of trade conditions.

CARS LEAKING grain in transit would be reported more frequently if shippers profiting by the reports of broker dealers who have sent the information to the Journal would express their appreciation of the information, and let the trade know that these reports are of real value. Many shippers have readily informed our representatives that the reports helped them to collect shortage claims hence we feel certain that the information has been of great benefit to many in the trade, and also that the service is fully appreciated by the beneficiaries, even though they have neglected to acknowledge the service in all cases. When you see a car leaking grain in transit tell our readers.

FARMERS who sell grain for future delivery and then fail to live up to their contracts, are being sued much more frequently by country buyers, and generally successfully. One Illinois farmer who failed to deliver the full amount contracted, tried a new game on the patience of the buyer and collected \$40 more than was due him for the grain delivered. That the suit recently brought against him will terminate in a judgment for the full amount asked is most certain. If country dealers would insist always upon the enforcement of their contracts to the letter, none would suffer loss, because of rising markets and the desire of the sellers to secure the top of the market for as much of their grain as possible.

STREET BIDDING for grain is gradually being discontinued in all older sections, and no doubt the time is near at hand when the country grain merchant will keep in his office and post his prices so that all farmers who wish to know what he is paying for grain can look to his bulletin for the prices bid. Street buying has always been an active promoter of overbidding. Buyers have frequently been drawn into a fight without any cause other than that their competitors desired to take a load of grain away from them. When the buyers stick to their offices each is in ignorance of what the other is doing until it is too late for him to be drawn into a fight as the result of the extra high bid. Some associations are now encouraging members to post their prices daily and *stick* to them.

THE OLD TIME lead and tin or lead and wire seals can easily be opened and resealed without detection, yet in spite of this fact some railroads continue to use this out-of-date contrivance for sealing cars. Grain shippers can obtain their own seals, numbered consecutively, for such a small sum they cannot afford to indulge in any controversy with the transportation company as to whether or not a car was opened in transit. By using their own seals and sealing the car themselves, they know it is sealed, and by insisting on having a report on the seal numbers at destination, they can easily determine whether or not the car was opened in transit. They are not dependent upon the railroad for this information. The modern seal is destroyed when once opened, and cannot be again used for sealing a car. None other should be used for this purpose.

STATE legislatures may enact laws prescribing method of obtaining sites for grain elevators on railroad right of way, but it is somewhat doubtful if such a law would hold, as the ground in most cases was originally obtained by condemnation of private property for railroad purposes, and unless the railroad company is willing to lease ground to those who build elevators with the understanding that the house is to be used as a freight depot for bulk grain, then it may be shown that the ground is not being used for the purpose stipulated in the condemnation proceedings, and the ground would revert to the original owner. Elevator operators would be much better off if they built their plants on their own land. Then they would not be at the mercy of the carrier, and any damage done to their plant by sparks from passing locomotives or by wrecked trains would be paid for promptly and without controversy.

THE advantage gained by country dealers having a moisture tester in the office was made clear by Mr. Tiedeman at the recent Iowa meeting, in which he pointed out that showing the farmer the water running from his corn satisfied the grain grower that he was not being discounted without reason. Extracting the moisture from corn is not a mysterious operation and it is a very easy matter for any farmer to comprehend the danger of having so much water in corn that is going into store or into a box car for a long shipment. The success of Iowa shippers with the tester is such that none would attempt to handle a corn crop without one. We have yet to hear of one careful buyer who gave the tester a fair trial, without being more than delighted with the results.

#### WILL SUPPLY GRAIN CAR DOORS.

The protest of the Indiana Grain Dealers' Ass'n. and of the Northwestern Ohio Grain Dealers Ass'n. against the cancellation of railroad tariff providing for reimbursement of shipper who supplies at his own expense lumber used in the construction of grain doors, at a station where the supply of grain doors has been exhausted, brings to life some misunderstanding in regard to the change contemplated.

The Western Trunk Lines canceled tariff providing for compensation to grain shippers some time ago, and on May 1st a new rule will go into effect, which will require station agents to go to local lumber yard and buy lumber for grain doors when the station's grain door supply is exhausted. The courts have frequently decided that railroads must equip their cars with doors suitable to hold freight car is intended to transport, and most of the railroads have attempted to do this, but thru the dereliction of local station agents, supplies of grain doors have frequently been exhausted, and grain shippers have been put to the necessity of buying and constructing their own doors. The small compensation allowed shippers for these doors did not reimburse them for the money expended in the purchase of lumber, to say nothing of the nails and labor. Many shippers have been unable to collect for grain doors supplied, because the road over which they shipped had not filed the tariff as required by the Interstate Commerce Commission. Of course they could go into a justice court and obtain judgment for the amount rightly due them, but most of the shippers who have suffered this loss have hesitated to take such action.

As is noticed elsewhere in this number, all western roads will take steps to insure grain shippers having supply of grain doors at all times, and it seems certain that eastern roads will do likewise. The cancellation of the tariff providing for compensation is not prompted by a desire on the part of the railroad companies to escape their duty to provide grain doors, but for the purpose of discouraging transfer and cleaning house operators from confiscating grain doors from incoming cars and putting them into outgoing cars at \$2 per car profit.

The change will insure every shipper having supply of grain doors or lumber to meet his need at all times, and without any expense. Under the new arrangement the carriers will supply grain doors as they are required to do. In the end all shippers will be much better off.



## ANTI-FUTURE LEGISLATION.

The explanation that the Lever Bill, (which is published elsewhere in this number of the Journal), was introduced in Congress solely for political reasons does not set at rest men engaged in the grain business, who are daily making contracts for the delivery of grain months in advance.

The Lever Bill is indeed a splendid example of the contradictory. It declares that anyone guilty of attempting to promote commerce "by transmitting messages relating to the sale of wheat, corn or oats, for future delivery, is guilty of interference with commerce." The author of the bill inadvertently overlooked rye, flaxseed, cloverseed, barley and many lines of merchandise which are sold long before the manufacturer and jobber have manufactured or purchased them.

It is extremely doubtful if Congress has the right to deny citizens the right to contract for the future delivery of any commodity, regardless of whether he is the possessor of it at the time of contracting or not. The right to enter into contract is one which cannot be denied without far reaching and injurious effect to merchants engaged in all lines of business.

We commend to the careful perusal of everyone interested in the business the anti-future resolutions adopted at the Des Moines meeting recently, which are published in our report of that convention, this number. It is indeed unfortunate that demagogues should be permitted to occupy any position which permits them to use any line of business as a shuttlecock in the great game of politics. They do not understand the needs of the business, hence cannot be expected to comprehend the great injury they do it for the promotion of personal or party affairs.

The recent ocean disaster has been traced directly to the lack of searchlights and field glasses, ordinarily provided for careful mariners, in searching the safest route to their destination. To deprive the cash grain handlers of the grain exchanges, the reliable market at which they can always dispose of or buy grain, would be like forcing large passenger steamships onto the ocean, without any of the equip-

ment necessary for safe navigation. The risk of carrying a large human cargo from one ocean port to another, without compass, field glass, searchlight, wireless telegraph and the other instruments now commonly used on all well equipped vessels, is like starting a grain cargo from the producer to the consumer, without the many advantages afforded by the modern grain exchange for economical marketing.

If the grain exchanges, which are the hydrographic bureaus of grain dealers who navigate the great Sea of Commerce, are to be abolished, then must the grain trade flounder in the depths of uncertainty, because the insurance men of the business, the option traders, are no longer permitted to assume the risk of the cash grain handler. With the abolition of the grain exchange, producers and consumers would be called upon to pay a few large capitalists most dearly, for carrying grain from the time the producers are willing to sell until the consumer finds it necessary to buy.

The grain exchanges make it possible to handle grain upon a smaller margin of profit than is business of similar volume conducted in any other line in this country. This can be traced directly to the ability of buyers and sellers to affect a transfer at almost any minute of the exchange business day. Until some more economical plan of handling the grain business of the country is devised, the politicians should desist from interfering or even threatening to interfere with the established methods of trade. Suggestions for improvement will be most welcome by all of the exchanges, but laws compelling a complete revolution of the business would quadruple the expense of getting the grain from producer to consumer.

A chart indicating the distribution of the field service by states and counties has been issued by the United States Dep't of Agri. Thruout the U. S. 1,773 separate agencies are represented with a total of 7,499 employees. The Bureau of Statistics has 67 locations and 67 employees. It maintains a statistical agent in each state and certain additional agents reporting on special crops.

## COMING CONVENTIONS.

Among the numerous conventions of grain dealers booked for the summer months are the following:

May 21-22.—The Oklahoma Grain Dealers Ass'n will hold its annual meeting at Oklahoma City.

May 23-24.—The Texas Grain Dealers Ass'n will hold its annual meeting in Fort Worth, Tex.

May 29-31.—The Millers National Federation has changed the time of its annual meeting from June to May, so as not to conflict with the dates of the convention of Operative Millers at Louisville, Ky., June 3-8. The Federation will hold its meeting at Kansas City, May 29-30-31, and it will be for millers only.

June 11-12.—The Illinois Grain Dealers Ass'n will hold its annual meeting in Peoria, Ill.

June 14-15.—The Indiana Grain Dealers Ass'n will hold its annual meeting in Indianapolis, Ind.

June 17-18.—The Council of North American Grain Exchanges will hold its semi-annual meeting in Cedar Point, O.

June 19-20.—The Ohio Grain Dealers Ass'n will hold its annual meeting in Cedar Point, O.

June 25-27.—The American Seed Trade Ass'n will hold its annual meeting at Chicago.

July 16-18.—The National Hay Ass'n will hold its annual meeting in Kansas City, Mo.

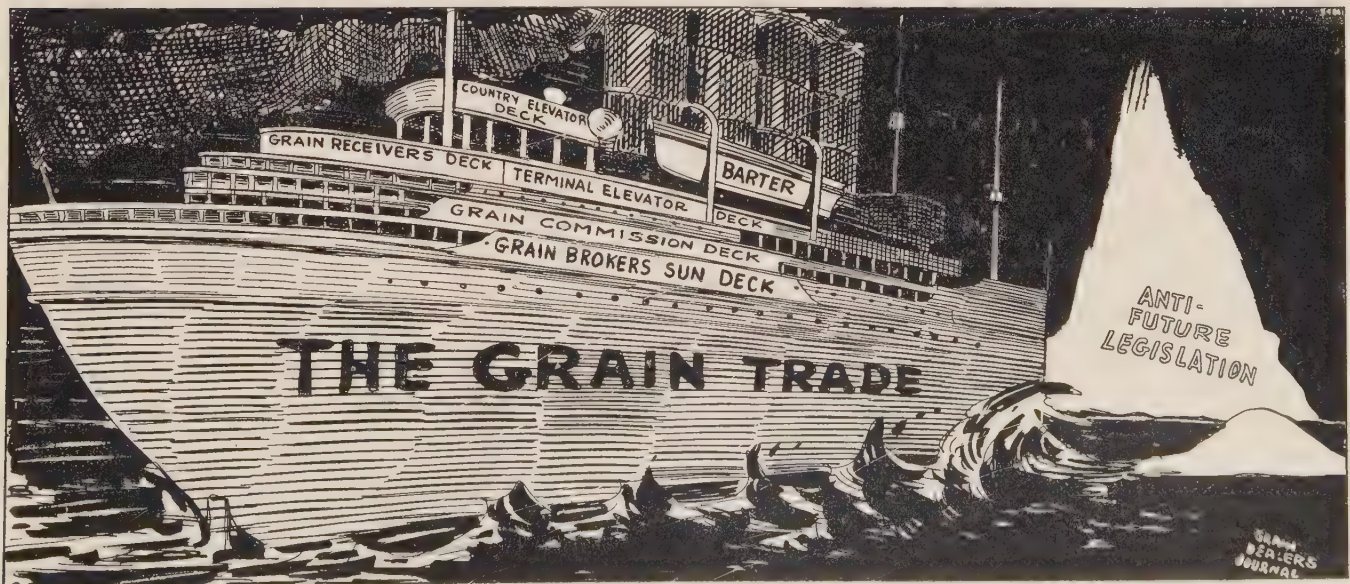
July 20.—The Utah State Millers & Grain Dealers Ass'n will hold its annual meeting.

Oct. 1-3.—The Grain Dealers National Ass'n will meet at Norfolk, Va.

No definite plans have been made for the conference of grain dealers at Washington next September for the purpose of considering the standardization of corn grades.—B. T. Galloway, Chief of the Bureau of Plant Industry, U. S. Dept. of Agri., Washington, D. C.

It gives me great pleasure to read the Grain Dealers Journal, as it gives the grain trade news of the United States and Canada very fully and in a very concise manner.—Thomas Ronald, Boston, Mass.

## Another Disaster Threatened on the Sea of Commerce.



Will Congress dare to place icebergs in the path of "The Grain Trade" as well as outlaw this leviathan's other life boats—The Grain Exchange, The Board of Trade, Chamber of Commerce and Merchants' Exchange?



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ILLINOIS.

Hillsdale, Ill., Apr. 17.—Wheat practically all lost; farmers plowing up wheat ground to put it in corn or oats.—H. H. Palmer.

Gridley, Ill., Apr. 19.—Large acreage of oats still unseeded owing to wet weather. Wheat badly winter killed.—Boles & Castle.

Lebanon, Ill., Apr. 22.—Full acreage; 15% plowed up; condition 50%; still hope for more. Farmers hold 10% of old crop.—Pfeiffer Mlg. Co.

Carmi, Ill., Apr. 22.—Acreage as large as last year; condition compared with last year 66%; plowed up, 20%; very little in farmers' hands.—Harvey H. Crozier.

Ridgway, Ill., Apr. 22.—Acreage about same as last year; 5% will be plowed up and put in corn and oats. Not more than 2% of wheat and corn in farmers' hands.—Devous & Hish.

Carmi, Ill., Apr. 22.—Prospects at present are for about half a crop of wheat; some fields are being plowed up and put in oats or corn. After this week no corn will be left in farmers' hands.—William C. Smith.

Grayville, Ill., Apr. 20.—Acreage wheat 100%; condition 60%; none plowed up, but 30% loss by Wabash River overflow. Corn will be planted where wheat was drowned out. In farmers' hands, wheat, 10%; corn, 15%.—Geo. P. Bowman & Sons.

Lostant, Ill., Apr. 16.—Fall wheat entirely gone in this locality; farmers plowing up wheat ground for corn. No spring wheat sown. About 50% of last year's corn crop in farmers' hands. No oats to speak of; oats all sown. Need rain badly.—R. C. Phillips & Co.

### INDIANA.

Hamlet, Ind., Apr. 10.—Wheat is in bad condition; farmers are plowing up lots of it; oats seeding is in progress.—C. Cunningham.

In northern Indiana and from Indianapolis to Chicago about 50% of the wheat area is being sown to oats. Most of the wheat is dead.—P. M. Gale, Cincinnati, O.

Rockport, Ind., Apr. 24.—Wheat acreage average; condition 55%; amount that will be plowed up, 10%; corn will likely follow; not more than 2% to 4% in farmers' hands.—Jeff Ray & Sons.

Scottsburg, Ind., Apr. 22.—Wheat crop 60%; half very poor; 10% will be plowed up and put in cow peas; not more than 10% of last crop in farmers' hands; 40% of corn in farmers' hands.—Scottsburg Elvtr. Co.

Boonville, Ind., Apr. 23.—Possibly 25% of the wheat will be plowed up and sowed to corn and peas; condition of growing wheat bad; will reach about 60% of a normal crop; wheat in farmers' hands, 10%; they are buying corn to feed.—Boonville Mlg. Co.

Rockfield, Ind., Apr. 17.—Poorest prospect for wheat in years; 50% winter killed; bulk will be plowed up; a little will be left on account of sowing clover before ground thawed. Farmers all busy sowing oats; acreage will be large on account of killing of wheat.—F. Roberts.

Princeton, Ind., Apr. 23.—Winter wheat condition 50%, caused by winter killing; 10% plowed up and sowed in oats and corn; in farmers' hands, wheat, 5%, corn, 15%. Warm showers in the last few days have given wheat a better appearance and the crop may possibly exceed expectations.—The Princeton Mlg. Co.

Grandview, Ind., Apr. 22.—Wheat has "come out" in this county during the past 10 days; acreage will equal that of last year; average will be between 60% and 70% of a full crop. Last week we figured that the crop would be about 40% of a full crop, but fields that were brown then are green now.—Cadick Mlg. Co.

Indianapolis, Ind., Apr. 22.—Crop experts who have been over the greater part of the state say that prospects for wheat are more unfavorable than for the last 25 years. Most of the fair wheat is in the southwestern counties, but the general condition is poor. Thin and spotted fields are numerous and the abandoned acreage large. Reports from northern Indiana show from 75% to 80% of wheat a total failure.—F.

Huntingburg, Ind., Apr. 22.—Wheat about equal to amount sowed the previous year; condition bad; will turn out about 60% as compared with last year; 10% of acreage will be plowed up and sown in oats; amount of wheat in farmers' hands is about the same as last year at this time; not enough corn and oats in farmers' hands for their own use; many are buying feed.—H. W. Alpen, mgr. of the Farmers Mlg. Co.

Leesburg, Ind., Apr. 17.—Wheat is a total failure; not enough wheat will be raised this year in Kosciusko County to seed 50 acres; most of the wheat ground is being put to oats. Farmers gave up all hope for a wheat crop 10 days ago and began looking for seed oats in the elvtrs. With a favorable season we will have a bumper oats crop. A large acreage will be put in corn as there will be no wheat to cut and farmers will have plenty of time to tend a large corn crop. Rye is spotted and the acreage is not large. We have a good supply of wheat on hand and the farmers are holding some for seed and higher prices. Most of the corn is marketed; some in farmers' hands; greater per cent will be fed. Hay and feeds of all kinds are very scarce owing to the long and severe winter; farmers are feeding most anything that will fill up.—Wm. Baugher, of the Leesburg Grain & Mlg. Co.

### IOWA.

Winfield, Ia., Apr. 13.—About 60% to 70% of corn and oats are back in farmers' hands.—H. Van Dyke.

Story City, Ia., Apr. 13.—About 40% of corn in farmers' hands in this section.—E. L. Erickson.

Clarinda, Ia., Apr. 22.—Wheat looks good; no winter killing; none will be plowed up.—I. W. Shambaugh.

Prescott, Ia., Apr. 13.—Oats all seeded, but farmers have not started planting corn. Wheat looking fine.—C. W. Luthier.

West Grove, Ia., Apr. 21.—Wheat about 75%, but 30% winter killed, which will be plowed up and put in oats.—H. J. Southern.

East Pleasant Plain, Ia., Apr. 24.—Farmers well along with seeding. Winter wheat badly killed out in places; farmers are planting corn where wheat is killed. Outlook good for crops with farmers improving the time.—Henry Pickard.

Blanchard, Ia., Apr. 22.—Acreage about 120% compared with last year; damage 15%; most of our wheat is in fine shape, altho some is spotted. Think we will have a fair crop. Had good rain night of 20th.—Blanchard Mill & Elvtr. Co.

Farragut, Ia., Apr. 21.—Seven to ten times as much fall wheat was sown as the fall before and prospects are about 100% compared with any previous year; plenty of moisture at present; a very small per cent may be plowed up and planted to corn. Little corn from the 1911 crop has come to market, not more than 1%; wheat and oats are nearly all gone; not more than a carload each in farmers' hands.—N. E. Van Sickle, agt. of the Nebraska-Iowa Grain Co.

### KANSAS.

Ada, Kan., Apr. 22.—Condition of growing crop 90%; no grain in farmers' hands.—R. A. Crabs, agt. of The Kansas Flour Mills Co.

Alta Vista, Kan., Apr. 23.—Winter wheat in good condition; do not think any will be sowed to other grains. Little grain in farmers' hands; no wheat and no more corn or oats than will be fed here.—P. L. Andres.

Agenda, Kan., Apr. 22.—Acreage of winter wheat 110% compared with last year; 25% put to oats or other grains; plenty of rain, which has given remainder a fine appearance; 50% old wheat in farmers' hands; no corn or oats.—F. B. Fulton.

Kansas City, Mo., Apr. 23.—The indicated wheat crop for Kansas is 92,300,000 bus., according to reports from grain men and bankers received from every county in the state. The acreage is 7,429,000, perhaps the largest on record, but there is an abandonment already of about 800,000 acres. Allowing for an abandonment of 1,368,000 acres, 6,061,400 acres are now standing. The crop is later than usual on account of the extreme cold winter. Subsoil moisture is abundant, altho a thick, dry crust has formed in many fields. The condition is such, however, that good showers and warm rains will correct the trouble very quickly. The state is badly spotted, with good fields and bad fields in evidence in the same territory. The final yield will depend, as always, on weather conditions from this time forward.—Logan Bros. Grain Co.

### KENTUCKY.

Smiths Crossing, Ky., Apr. 23.—Wheat acreage 90%; condition 95%; none plowed up.—Model Mlg. Co.

Louisville, Ky., Apr. 17.—Season three weeks late. Late sown winter wheat killed; a great deal plowed up and put in oats. Oats acreage larger than usual; coming up nicely.—Wood, Stubbs & Co.

### MINNESOTA.

McIntosh, Minn., Apr. 6.—Last year's crop good; this year's prospects good.—E. L. Stowe.

Pipestone, Minn., Apr. 19.—Everything favorable aside from the fact that it is getting late and there is still considerable seeding to be done. I think seed here is all right; many farmers testing not only corn but all small grain.—L. I. Demaray.

Minneapolis, Minn., Apr. 24.—During past week weather in Minn., N. D. and S. D., cool, some rain which has hindered field work. In no case, however, was there more rain than needed. Seeding progressing very rapidly when farmers can work in fields; at present wheat seeding accomplished about as follows: southern, western and northern Minn., 75%; eastern S. D., 90%; western S. D. and eastern N. D., 75%; western N. D., 35%. Seeding of barley and oats well under way in southern Minn. and S. D. and should progress rapidly from now on.—The Van Dusen-Harrington Co.

Minneapolis, Minn., Apr. 18.—Heavy rain last week in Minn., N. D. and S. D., some places in S. D. receiving in 24 hours half as much moisture as during the entire past year; heavy rain west of the Mo. River, amounting in places to 3 inches; fell slowly and most of it went into ground, putting soil in good condition; this territory has not had sufficient moisture for 2 years. Ten days ago localities in the James River Valley, S. D., needed rain, little moisture in the sub-soil; last week received all of the rainfall it will require for some time. Southern Minn. well supplied with moisture; southwestern Minn. having so much no seeding can be done until fields dry up; a large proportion of the seeding of small grain is already accomplished; some wheat up, looks very well. Much seeding done in central and northwestern Minn., but N. D. backward; less fall work done there; spring work held up on account of rain. Only a small proportion small grain seeding done yet but with a few warm days it should be well under way.—The Van Dusen-Harrington Co.

### MISSOURI.

De Witt, Mo., Apr. 16.—Wheat badly winter killed; will make about 65% of a crop.—Crispin & Crispin.

Osgood, Mo., Apr. 18.—Have been shipping corn all winter; corn far above average for last season.—Claud Chalfant.

### NEBRASKA.

Stratton, Neb., Apr. 8.—Large acreage of wheat; looking good; only complaint we have heard is that of a heavy crust forming over the top of the fields.—J. O'Donnell & Son.

Holdrege, Neb., Apr. 20.—Have just had good rain; wheat in good condition for the next ten days without more rain; some very thin where snow blew off but the per cent is small.—A. O. Johnson.

Upland, Neb., Apr. 12.—Wheat looking fine but will soon need rain. Some grain moving. Corn in bad shape; will not keep; some so wet it cannot be shelled; acreage will be large. Oats acreage small.—Thos. C. Lorenzen, agt. Peoples Grain, Coal & Livestock Co.

Agnew, Neb., Apr. 21.—Acreage of winter wheat same as usual with a possible damage of 10%; scarcely any will be plowed up unless of continued drought. Very small amount of grain in farmers' hands, in many cases not enough for home consumption.—J. E. Shea.

Alexander, Neb., Apr. 22.—Winter wheat acreage 10% more than last year; condition 80% as compared with this time last season; probably 10% will be plowed up and seeded to oats and corn. About 15% of wheat and 20% of corn in farmers' hands.—I. Sellig, mgr. Farmers Protective Elvtr. Ass'n.

Moorefield, Neb., Apr. 10.—Very bad season last year, and consequently grain business is very dead here and at most places in the western half of Nebraska and Kansas. We had an exceptionally snowy winter; ground soaked in thoro manner. Normal amount of winter wheat sown; came thru winter in good shape; is starting up beautifully; have bright hopes of bumper crop.—James Pearson, agt. Shannon Grain Co.

### NORTH DAKOTA.

Sanborn, N. D., Apr. 17.—Seeding is general; many have wheat all seeded; ground in good shape; big crop looked for; spring acts like old times.—Dan S. J. Lelf, agt. Andrews Grain Co.



Brampton, N. D., Apr. 20.—Soil excellent; plenty of moisture; farmers packing soil and putting in "dry farming" methods. Seeding on in full blast; 100% more corn and potatoes planted than last year.—C. B. Nupen, mgr. Farmers Elvtr. Co.

Lakota, N. D., Apr. 11.—Seeding started; ground in good condition. Early spring will make good acreage possible, as little fall plowing was done. Much of the seed tests poorly; will result in poor stands if farmers are careless.—Neison Grain Saver Co.

## OHIO.

Xenia, O., Apr. 22.—Winter wheat ¼ crop in Green county.—Ben Belden.

Lancaster, O., Apr. 24.—Wheat prospects good; will get from 60 to 100%; 25% wheat still in farmers hands.—A. Deeds & Sons.

Ashville, O., Apr. 22.—Will be a scant 25% of wheat crop thru this section; about 15% of old wheat in farmers' hands.—Chas. E. Groce, per W. P. Salliday, mgr.

Marietta, O., Apr. 22.—Wheat acreage normal; about 30% will be plowed up; condition growing crop, 50%; about 20% old crop in farmers' hands.—Phoenix Mill Co.

Sidney, O., Apr. 22.—Wheat prospects poor, practically all will be plowed up. About 20% of oats sown; 10% of ground plowed for corn.—Fred J. Russell, mgr. Farmers Grain & Mfg. Co.

Wilmington, O., Apr. 24.—Wheat acreage 75% of 1910-11; acreage abandoned 75%; condition of balance 75%; many farmers will not cut an acre; several holding old wheat for seed.—F. E. Langdon.

Chillicothe, O., Apr. 22.—Winter wheat condition 65-70%; acreage 85-90%; balance of acreage to be planted to corn or oats, mostly oats. Not much corn or wheat.—The Standard Cereal Co.

Lebanon, O., Apr. 22.—Large part of wheat acreage will be sown to oats; rainy weather and cold retarding work. Very little wheat or oats in farmers' hands. Feed being shipped in.—Lewis Bros. & Co.

Crestline, O., Apr. 22.—Wheat crop very poor condition; practically all winter killed. About 30% of the oats sown; 25% of the corn and 15% of the oats still in farmers' hands.—W. H. Weaver, sec'y-treas. Weaver Bros. & Co.

Sidney O., Apr. 18.—Sixty per cent of wheat will be plowed up and seeded to oats and other spring crops; half of balance will not make over half a crop. About 30% of oats sown; recent rains will delay seeding; good seed corn at a big premium.—E. T. Custerborder.

## OKLAHOMA.

Goltry, Okla., Apr. 16.—Expect big crop.—S.

Kremlin, Okla., Apr. 16.—Crops look fine.—S.

Ferguson, Okla., Apr. 16.—Wheat looks very thin.—S.

Okeene, Okla., Apr. 16.—Wheat looks good.—S.

Watonga, Okla., Apr. 16.—Chas. McIntyre returning from an 18 mile trip over the wheat fields in this vicinity says he does not think there will be over half a crop.—S.

Miami, Okla., Apr. 22.—Wheat condition not good; some of it will be plowed up; acreage not large. Not many oats sown. Have had a cold, wet, backward spring. No corn planted as yet; ground too wet to plow. Not much grain in farmers' hands.—A. D. Gage.

## PENNSYLVANIA.

A revised report of the crop outlook for Penn. has been issued by Dr. H. A. Surface, state economic zoologist, advising that while undoubtedly some wheat and grain has been injured by the cold weather when unprotected by snow, the crops will be greater than last year.—C.

## TEXAS.

Dodd City, Tex., Apr. 22.—Can't raise wheat here; only corn and cotton and sometimes not much of either.—S. D. McGee.

Sanger, Tex., Apr. 17.—Wheat and oats prospects best we have ever had; wheat acreage 10% more than last year. Oats acreage increased 25%; corn decreased 10%. Lots of corn replanted; failing to get stand on account of wet and cold.—Wiley Grain & Elvtr. Co.

## CONDITION OF WINTER WHEAT—OATS STOCKS.

The situation in wheat, corn and oats, both present and prospective, is one that this country has never before faced. Reports covering every county in Ohio, Indiana, Illinois and Missouri, received since Apr. 19, show the following per cents of an average crop: Ohio, 29.0%; Indiana,

38.3%; Illinois, 26.7%; Missouri, 72.2%. The northern one-third of Ohio, Indiana and Illinois is a total failure, with a condition under 20; the central one-third of Ohio is 25, Indiana, 40, and Illinois, 30; the southern one-third of Ohio is 49.7, Indiana, 55.9, and Illinois, 35.

Reports on oats in country elvtrs. show an average of one car in each elvtr., while oats in farmers' hands will aggregate two cars for each station. Country elvtr. stocks and farm surpluses have been well cleaned out. The present available supply of oats is 11,904,000 bus. (public and private elvtr. stocks), compared with 14,949,000 bus. a year ago. The supply in country elvtrs. and on farms to be sold in Ohio, Indiana, Illinois and Iowa, will total 18,000,000 bus., compared with 38,000,000 bus. actual receipts a year ago from Apr. 20 to Aug. 1. Nebraska will supply a very small amount; Kansas and Missouri none.

The late start of this year's crop will make it an uncertain quantity until cut. Farmers will hold some oats until they are convinced that the new crop is at least reasonably promising.—Geo. H. Phillips, of Adolph Kempner Co.

## MARKETS FOR SAMPLE Grain on Track.

Never was it more conclusively demonstrated that market conditions control prices, than in the case of corn at present. Every handler will admit that prices are high, too high, but the consumer keeps on buying nevertheless, because he must. Hence the cash market for sample corn on track has been constantly in a healthy condition with the lower grades selling well in comparison with contract deliveries.

No. 4 yellow corn sold Apr. 24 at 77c by sample on track at Chicago, or only 2 cents under May. With Illinois proportional billing the No. 4 yellow sold one-half to a cent higher. No. 3 white and No. 3 mixed sold higher than the May future.

The wheat trade has seen a complete reversal of conditions during April. On account of the poor prospect for the red winter wheat millers have felt more friendly to that variety and are taking round lots from day to day, their demand being reflected in the sample market for current arrivals.

No. 2 red wheat sold Apr. 24 at Chicago around \$1.14 on track; against \$1.02 on Apr. 8. No. 2 northern at Minneapolis Apr. 24 sold around \$1.12½; against \$1.05½ on Apr. 8; showing a great relative appreciation in value of the red winter. Demand for milling wheat has improved at Minneapolis since the long-heralded falling off in arrivals came to pass. No. 3 spring at Minneapolis sold Apr. 24 at \$1.10½ delivered, or about 1½ cents under May delivery; against a discount of 2½ cents on Apr. 8.

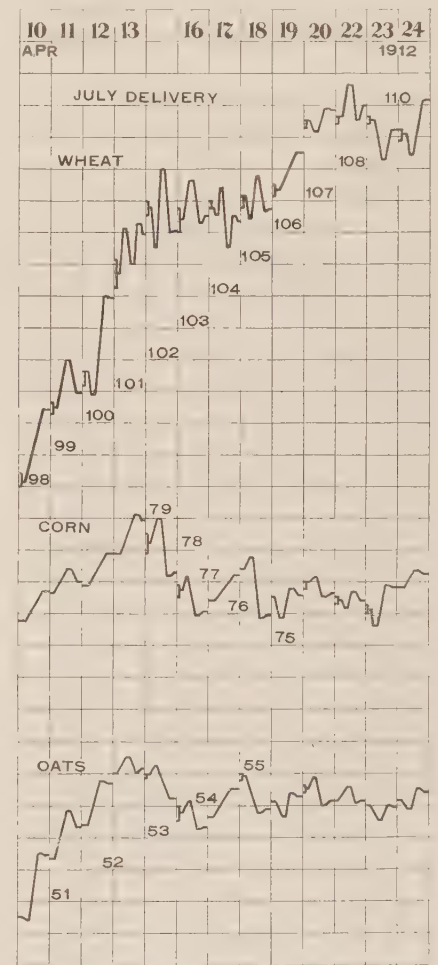
At Kansas City No. 2 hard winter sold

Apr. 24 at around \$1.11, or a premium over the May future of about 3 cents. Apr. 8 No. 2 hard sold around 1.06½; or 6 cents premium over May.

We take the Grain Dealers Journal because we like it. We expect to continue it, for we believe it to be the friend of the grain dealer.—Bonges & Hatton, Cedar Point, Ill.

## Chicago Futures

Opening, high, low and close on wheat, corn and oats at Chicago for two weeks are given below. For complete collection of similar charts back ten years see The Journal's Chart Book.



## DAILY CLOSING PRICES.

The closing prices of wheat and corn for May delivery at the following markets for the past two weeks have been as follows:

### MAY WHEAT.

	Apr. 9.	Apr. 10.	Apr. 11.	Apr. 12.	Apr. 13.	Apr. 15.	Apr. 16.	Apr. 17.	Apr. 18.	Apr. 19.	Apr. 20.	Apr. 22.	Apr. 23.	Apr. 24.
Chicago	104½	104½	103¾	103¾	111	110½	111	112½	113½	115	114½	113½	114	
Min'p'lis	106¾	108	107	107½	107¾	106¾	107½	107½	108½	109½	111½	110½	109½	112½
Duluth	107¾	109½	107¾	109½	109½	109½	109½	109	110	111½	113½	112½	112½	113½
St. Louis	102½	103¾	104½	105¾	108½	109	110	110	110½	112½	114½	114½	113½	113½
Kan. City	101½	103¾	102¾	104½	105¾	106½	106½	106½	107½	107¾	108½	108½	107¾	108½
Mil'w'kee	101¾	102¾	102¾	103½	107¾	108	108	107¾	109½	109½	110½	110½	109½	
Toledo	101¾	103¾	103¾	105¾	108½	110	110½	111½	112	113½	116	116½	115½	115½
New York	110	111½	111½	111½	113½	112½	113½	114	115	118½	122½	122½	118½	120
Balt'm're	105½	105¾	105¾	107½	109½	109½	110	109½	110½	112½	117½	116½	115	116½
Winnipeg	102½	103¾	103¾	104½	104½	104½	103¾	103½	103¾	104½	105¾	104½	104	104½
Liverpool	114½	114½	114½	114½	114½	114½	114	113½	114½	115½	116½	116½	115½	115½
*Budapest	120½	121	120½	120½	120½	121½	120½	120½	121½	121½	122½	125½	124½	125½

### MAY CORN.

	Apr. 9.	Apr. 10.	Apr. 11.	Apr. 12.	Apr. 13.	Apr. 15.	Apr. 16.	Apr. 17.	Apr. 18.	Apr. 19.	Apr. 20.	Apr. 22.	Apr. 23.	Apr. 24.
Chicago	77½	77½	78½	79½	78	76½	77½	77½	78	78½	78½	78½	78½	79½
†Balt'm're	78½	79½	81	81½	82	82½	83	82½	83	83	83	83	83	83
Kan. City	77½	79½	79½	80½	82½	79½	78½	79½	78½	78½	78½	78½	79½	79½
St. Louis	79½	80	80½	82	83½	82½	80½	81	80½	80½	81	80½	80½	80½
Liverpool	89½	89½	89½	89½	89½	89½	88½	88½	89½	89	89½	88½	87½	88½

\*October delivery. †April delivery.



## GRAIN DEALERS MEET AT DES MOINES, IOWA

The twelfth annual convention of the Western Grain Dealers Ass'n was held at Des Moines, Ia., in the Savery Hotel.

The morning session was called to order by Pres. I. L. Patton at 11:00, with about 100 grain men in attendance.

In a short opening address Pres. Patton spoke of the bad condition of the grain business before the ass'n was organized, and the great improvements which have been made. Some state legislation affecting the grain business will be necessary during the coming year. We must be represented, and to do so we must have more funds and more members. There are 150 dealers in Iowa who are not members of the ass'n. Let every member here take it upon himself to get at least one new member.

Sec'y Geo. A. Wells read the sec'y's report, as follows:

### SECRETARY'S REPORT.

Inasmuch as our program is rather crowded I have made my report brief because the general discussion of the different subjects will give general information as to the activities of the Ass'n along those lines.

**MEMBERSHIP:** We now have approximately 400 members which gives barely sufficient revenue to cover current expenses and does not give anything whatever for extraordinary expense which has necessitated a special assessment recently to cover expenses of the committee sent to Washington on the Food & Drugs Act conference.

About 150 independent grain dealers in Iowa should become members. There are also a few small line elevator companies who are not members, and practically none of the terminal market line elevator companies are members.

We have diligently solicited the membership of all of these dealers by letter and also personally, but the light crops in some localities last season made it rather difficult to interest them.

**ARBITRATION:** There have been no requests for arbitration since our last annual meeting, altho numerous difficulties have been adjusted privately through the office of the Secretary of which no record is made. This I believe indicates that our members are becoming better informed as to general market conditions, rules and regulations.

**SCALE INSPECTION:** From July 1st, 1911, to March 31st, 1912, we have inspected and repaired 450 scales at a cost of \$1,638.92 for which we have received \$1,553.94, thus showing a loss of \$84.98 on account of the scale inspection work. This, however, includes the payment of salary to Mr. Nolan during the dull season from Jan. 1st to March 31st.

Grain dealers and scale owners should understand that under the new law it is very necessary for them to know that their scales are in perfect weighing condition, as the law places the burden of such responsibility upon the owner of the scales, who is subject to prosecution if scales are found to be willfully neglected.

**INSURANCE:** On Jan. 1st, 1912, the Western Grain Dealers Mutual Fire Insurance Ass'n had in force \$1,579,601.64. The total amount of the Guarantee Fund on deposit by the members being \$25,812.65, the cost of the insurance being 75 per cent of the basis rate.

The amount of insurance in force was increased during the calendar year previous to Jan. 1st, 1912, \$191,441.60, notwithstanding the crop was extremely light in a large portion of the territory from which we receive patronage, which materially affected the volume of our insurance. We should easily reach the two million mark during the coming year if we have favorable crops.

**LOCAL MEETINGS:** During the past year local meetings have been held at Burlington, Oskaloosa, Ottumwa, Cedar

Rapids and Ft. Dodge, that were well attended and the discussion of matters pertinent to the grain business seemed to be interesting and profitable.

**TRANSPORTATION:** The question of claims against the carriers for damage because of delay in transit, and particularly the claims arising out of the condition that existed during the winter of 1909 and 1910 have been practically disposed of.

Previous to that time the carriers had not generally recognized claims for damage by delay in transit, but now they do acknowledge their liability, the question of what is a reasonable time for the movement of a particular shipment frequently being a matter of controversy.

In claims for loss of grain in transit where no bad order condition of the car is in evidence, the carriers are taking a very determined position in refusing such claims.

The number of refused claims referred to the Ass'n are now very few indeed, indicating I believe that the method of handling the claims that was adopted by this Ass'n several years ago has resulted in a better understanding by our members of how to make up papers and file claims so that the number of refused claims have been gradually becoming less.

**TERMINAL MARKETS:** We have been receiving very few complaints with reference to terminal market conditions, or against individual members of the Exchanges.

The improved condition of scales at the country elevators as a result of our scale inspection work, and the excellent supervision of weights now established at terminal markets, has practically eliminated complaints for shortages in weight.

The question of grain inspection is on the docket and the United States Department of Agriculture is giving serious attention to the establishment of standard grades.

We have done considerable along the line of encouraging the use of the moisture tester in buying and shipping corn and so far as we know, every dealer who has purchased a moisture tester is well pleased with the results.

The abuses that now exist in terminal markets are almost entirely of a technical nature, that only those who are well trained in the game can detect, and I am glad to say that I know from my own personal knowledge and acquaintance with the members of the different Exchanges that there is in every Exchange a large number of members who are acting in good faith and with a definite purpose of eliminating any abuses and bad methods that may exist.

**LEGISLATION:** We have had no State Legislation Session since our last annual meeting but several important matters of National Legislation have come up in which we have participated, I think, with good results.

Sec'y Wells spoke of his service as sec'y, which has extended during the life of the organization. He said that his work and his association with the dealers has been pleasant, but that the time has come when something must be done if he is to continue as sec'y. The officers of the ass'n and board of directors should give careful consideration to the matter of extending the territory covered by the ass'n, in order to increase the funds.

Sec'y Wells read the treasurer's report. E. L. Erickson, of Story City, Chairman of the auditing comite, reported that the books of the sec'y-treas. had been audited and found correct, and moved the adoption of the report. Motion was carried.

C. A. Russell, in charge of U. S. Grain Standardization Laboratory of Decatur, Ill., read a paper on "The Practical Use of the Moisture Test in Buying and Selling Corn," from which we take the following:

### THE MOISTURE TEST.

The corn growers and breeders of this latitude, by their methods of seed selection, have gradually produced a large, soft type of corn which fails to mature in season, because of too much water. This type of corn has found favor with farmers, because it increased the number of pounds marketed from an acre of ground. As the per cent of water in corn increased, the consumer awoke to the fact that he was not getting as large a per cent of feeding or milling matter, according to the number of bushels purchased as formerly, so he began to refuse to pay for the water and to discount purchases which he thought contained too much moisture.

The per cent of water was estimated. This estimating was done by grain inspectors at the primary and terminal markets, who act as judges between buyers and sellers to tell if corn shipped should be received on contract. This method was very unsatisfactory to both shipper and buyer. It created a demand for an accurate determination of the moisture content as a basis for assessing discounts. The machine before you is the result of this demand. As soon as this machine was perfected most of the grading markets adopted rules specifying the exact percentage of water allowed in the different grades and used this machine for determining these percentages.

These rules adopted by the grading markets apply to your sales and shipments, and it seems to me that it is absolutely necessary that you should use the same rules in buying corn to which you must submit when shipping corn. A man who buys from you sets the price, and he quotes a different price according to grades, which also means the range in moisture content.

You, as country shippers, set the price to the farmer, and in justice to yourselves and the farmer who delivers good, dry corn, you should also set the price according to grade and the range in moisture content. Stop buying all corn brought to you as one grade, and give the farmers some encouragement to market corn in better condition by paying a premium for first class grain and discount the poor class. You could use the present No. 3 grade as a guide, and give premiums or assess discounts from this standard. I believe most of the grain men are now agreed as to the importance of buying and selling corn upon this basis. But not all are convinced as to the practical use of the moisture tester, especially in buying corn from farmers. I think the only reason they are not convinced is because they have never tried it.

Granted that country shippers are satisfied with the results in using the moisture tester in buying and selling corn, the question naturally arises "are the farmers pleased with this method?" It is a new proposition to the farmers, but it is only necessary to make it clear that the corn is to be bot on the basis of its intrinsic value. That good corn is to be bot at a premium and poor, low grade corn discounted accordingly. When a farmer brings in a wagon load of wheat to you and you test it for weight per bushel you have no trouble in discounting the farmer for damp, dirty, light weight wheat, for he understands that you will be discounted for these factors when you ship that wheat.

In demonstrating to the farmer that the same principle applies to the moisture in his corn, I would suggest that you keep copies of the inspection rules of the market to which you ship, in your office, for distribution to your patrons. This will show the farmer just what condition and quality of corn you may ship to meet grades. I would, also, show them account sales, with the discount received on off-grade cars, and I would also keep on exhibition for his inspection type samples of the different grades.

After you install the moisture machine and commence testing the corn you buy and the corn you ship, you will, of course, want to compare your results with the results of tests at the market to which you ship. Therefore, it is very important that you use the same methods in determining the different factors governing grades that are used by the market to which you ship. Now what are the methods used for determining these factors? How many of you know? How many of you have ever visited the markets to which you ship and gone out to the railroad yards to see how your cars were sampled, tested, and graded? If you have never made such a trip of observation, do so at your earliest opportunity. With a moisture machine installed at your elevator I will tell you how you may know the grade of your cars when they are loaded for shipping.

I have here a grain "sampler" or "trier,"



such as is used by the regular grain inspectors and samplers at the grading markets. It is a hollow metal tube with a wooden plunger. This is thrust down into the corn after the car is loaded, and then the wooden plunger withdrawn. This allows the tube to fill with corn through the openings on the side. Pull out the tube and you have a sample of the corn in one section of your car. Make probes with this "sampler" in several different parts of the car and then mix the samples together thoroly. You then have one composite sample which represents the average of your car of corn. The more probe samples you secure the better average sample you will have.

The corn of this composite sample is what you use for testing. I want to impress upon you the importance of securing a representative sample, for the reliability of all tests and grades depends upon the character of the samples used, whether at your own station or in a grading market. You can therefore see the necessity of using one of these "triers," for it is by its use that uniform samples are obtained. Samples taken from drafts while the car is being loaded are unreliable and do not represent the average of the car.

After securing a composite sample of your car as described, weigh up 100 grams of this corn and make a test with your machine to determine the per cent of moisture. You can weigh up another 100 grams and analyze for per cent of dirt, broken and rotten kernels. You then know the amount of the three factors which establish the grade at destination—moisture, rotten kernels and dirt and broken. It is all very simple and easy, and any shipper can do the work. I always recommend that a shipper retain a portion of the composite sample from which corn is used for testing and analyzing. Keep it in an air tight container, away from artificial heat, and in about the same temperature as the car would be in, until you have received notice of the grade on the car shipped. You might find it desirable to make a duplicate test.

Where you are testing your car shipments for comparison with results at destination, you should get copies of the inspection rules at each market to which you ship, for many of them differ. For instance, Chicago allows 19.25% moisture as the line between No. 3 and No. 4 corn; Toledo allows 19.0%; Louisville, Kentucky, 18.0%. Chicago allows 22.0% moisture for the line between No. 4 and Sample corn; Indianapolis allows 21.0%; Louisville, Kentucky, 20.0%.

Another important feature of value in testing your shipments is when it shows your corn will grade No. 4 or Sample. The results give you a good idea of the discounts you should receive. Testing and analyzing corn samples would improve your judgment and educate you to discern more readily the varying qualities of the grain. It calls attention to the character of work being performed by the fan and cleaner in your elevator, and shows if the loader or sheller is breaking too much corn, or if your elevator man is careless in sorting.

Every country shipper should have a moisture machine installed, if for no other purpose than to test car shipments. It will soon pay for itself. Then there is the buying side. It is just as simple and easy as the testing of your shipments. But don't think that a moisture machine installed in your office will cure all your troubles for it won't without assistance. The use of one of the machines carries the inference that you are honestly trying to improve conditions at your station. Don't sit calmly in your office, weigh the grain, and send it up to your elevator man to be cared for, but climb each wagon load as it drives over your scales. Classify that load and tell your elevator man into which dump, crib, or bin he is to put it. I know that some country shippers' facilities are inadequate to keep the grades thus separated to the best advantage, but most of them can do so. In buying winter shelled corn the tester is invaluable.

Taking into consideration the usual manner of shelling on the farm, it is found that the condition of the corn from each individual crib is very uniform during the winter months. This eliminates the necessity of testing each and every load. Test the first few loads in order to get an idea how the corn is running, and decide which bin to put it in.

As spring advances and warm weather comes on, the ear corn in cribs will dry out faster on top and sides than in the center, and you may be compelled to test more loads, but this will be easy after you have become proficient in using the machine. With the warm dry air of early summer and proper facilities for conditioning, you can dry out corn by running it in your elevator, and often times improve a grade, but you need the assistance of a moisture machine to test the corn in the various bins.

Another practical use for the tester is getting a line on ear corn in a crib. Say, for instance, that a farmer wants to sell his crib of corn but doesn't want to sell until it will grade No. 3. Get him to dig down into the center of his crib, pick out about a half bushel of ears in the order of handling, shell and mix the corn, and test it.

The moisture factor is the most important factor which determines the grade of your corn. The majority of your cars that grade off are so graded on account of too much water. Only in abnormal years, when there is excessive rotten, is the damaged corn much of a factor, for the uniform rules used by most markets allow 10 per cent of rotten kernels in No. 3 grade. Always keep in mind that the three factors which grade your corn are condition, quality, and cleanliness, and you should make every effort to produce these factors in the corn you ship, and urge your farmer patrons to do the same in order that the commercial corn of this country will be improved. It is an economic question of large proportion, for the consumer will no longer pay for rotten corn, dirt and water. Moreover, you are paying the railroads too much money for hauling it.

L. M. Smith, of the Seed Trade Reporting Bureau, Chicago, had on exhibition a two-burner Brown-Duvell Moisture

Tester, with which Mr. Russell gave demonstration tests during the noon recess. All dealers present showed much interest in the tests and many expressed their opinion that it will not be long until every country shipper will use the moisture tester.

M. McFarlin, Des Moines: The paper just read by Mr. Russell is proper, scientific and exact. Instead of having two or three moisture testers at each station, why not have a druggist do the moisture testing on an impartial basis? Some dealers may think testing each load is a waste of time, but we are surely coming to it.

J. A. Tiedeman: We have put in moisture testers at several of our stations, and are sorry we have not put them in at all. We have been asked if the moisture tester is a good investment. We think it is a necessity. A moisture tester is as much a part of the elevator as a wagon scales.

We have found that at some stations we could not harmonize our competitor and at some stations we could not get a druggist to make the tests. At one station our competitor would not buy a tester, but after we had used the machine a short time, he asked to have his corn tested on our machine. He has now paid us for his experiments about as much as the machine cost.

Mr. Russell spoke of using a grain trier in taking a sample for the test. We place a box at the side of the car and get our sample by taking an occasional handful as the grain is running into car. Our tests do not vary more than two-tenths of one per cent from the test at terminal market.

The grain dealer should have the moisture tester at his own office, not at a drug store. With the machine in his own office he can show the farmer the method of operation and let him see the water coming out of his corn. I think no country dealer can afford to be without a moisture tester. It is a wonderful step in the right direction.

M. McFarlin: Two testers at one station are liable to make friction.

C. A. Russell: I would insist on using a grain trier in taking the sample for the test. By this method you will get as nearly as possible to a perfect sample. Experience shows that a test of sample taken with grain trier compares more favorably with the test at terminal market.

Pres. Patton announced the following committees:

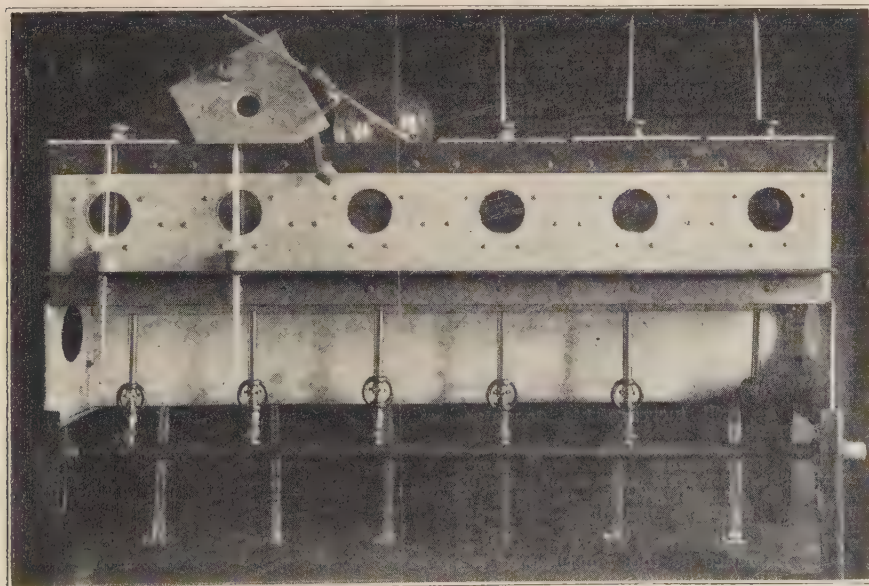
On resolutions—J. A. King, Nevada; E. A. Fields, Sioux City; and B. A. Lockwood, Des Moines.

Nominations—J. A. Tiedeman, Sioux City; B. C. Hemphill, Dexter, and M. McFarlin.

Sec'y Wells: A druggist is liable to get careless in making the test, since he is a disinterested party.

J. K. Johnson: I have not had a great deal of experience in buying from the farmer. At first nearly every farmer took the moisture tester as a joke. They thought it was a scheme to skin the farmer. But I find the tester very useful as a means of determining the grade of shipments.

H. G. Coe, of Corn Products Co.: We have to know the moisture content of our corn, and, of course, we test every carload. We tested by chemical process before the time of the present moisture tester. Country shippers' tests average practically the same as our own, but of course our more careful tests are more nearly accurate.



A Six-Flask Moisture Tester Recommended by U. S. Dept. of Agri.



B. H. O'Meara, Cedar Rapids: The greatest chance for error is not with the testing machine, but with the weighing of the sample tested. A grain or two over will raise the percentage.

A. L. Cox: I have been at country stations when shippers were taking moisture tests, and remember a particular case where the corn contained some snow and ice. The result of course was no test at all. It seems to me the greatest chance for error is in taking the sample.

Adjourned for luncheon.

### AFTERNOON SESSION.

E. A. Fields, of Sioux City, read a paper on The Necessity of Organization: "You believe in organization, else you would not be here. What I ought to do is to speak to those fellows who are not present at this meeting." From his paper we take the following:

### NECESSITY OF ORGANIZATION.

Scientists tell us that in the infancy of the human race our ancestors fought with the wild beasts for possession of the caves for shelter or fled with their young to the tree tops. Every man led an individual existence; there was no such thing as society and the conditions imposed upon man by this separate struggle were harsh indeed. Gradually there evolved a system of tribal existence which has developed slowly, into our existing governmental systems and into the ethical idea of justice for all. Men would not consider for one instant any step toward the abolition of this organization, and altho campaign orators may seek to convince us of unsatisfactory conditions under present administrations, we realize our advance and continue our evolution toward still better government. What is true regarding society as a whole, applies roughly to the grain business.

The early conditions governing the handling of grain, and especially the transportation of it, were such that it could not be handled without a great amount of work, great risks and long periods of time. Consequently it was necessary to exact a large margin between the price paid the grower and the terminal value. Men found that in order to handle agricultural products successfully and cheaply, they must provide better facilities and consequently formed commercial organizations and boards of trade. These had their headquarters at terminal markets and were primarily interested in conditions existing at such markets.

For many years dealers at country stations were forced to submit to any conditions imposed on them. Gradually the farsighted came to realize the necessity of mutual effort and distinct or state associations were formed whose aims in most cases were confined to adjusting local troubles. The number of these organizations has increased, which is good for the trade, but the scope of their endeavors has vastly broadened, which is far better.

In this age of intelligent effort and severe competition, men must be specialists, and the grain man who would succeed must study and master his business. It is not enough, however, to know the conditions which prevailed in 1911. That year is past, we are living in 1912 and this year has its own problems. The up-to-date grain man must know what we have to contend with NOW.

The problems confronting the average grain man follow:

First, that the cost of doing business is more now than it was 15 or 20 years ago. Elevator properties cost more, wages are higher, telephone, telegraph, power expense and other items amount in the aggregate to much more than they used to. Then the high prices of grain swell our interest items and make our shortages hurt worse. It is safe to say that there has been an increase from 25 to 40% in the operating expenses of country elevators as compared with the decade 1890 to 1900.

Second, competition is more severe. It used to be comparatively easy to get good margins, but on account of the increase in the number of elevators and because of the great volume of business the margin per bushel is very small.

Third, information as to grain values and freight rates is common property. Every newspaper publishes market reports from day to day and almost every grain raiser takes a daily paper. Railroad tariffs are accessible to all who would consult them

or rates may be obtained by telephone request. Is it surprising then that the grain raiser knows the value of his product when information is so easily secured?

Fourth, the rules of railroads as to the minimum weights, sizes of cars required, time given for loading and unloading, etc., are much stricter than formerly.

Many other problems might be spoken of but these are general and illustrate the changed conditions. The average grain man is intelligent enough to appreciate the necessity of meeting these problems fairly and squarely, and of solving them aright. To do so he must avail himself of all the necessary information to conduct his business economically, safely and skillfully.

So many problems confront the grain man and they are so varied and so widely extended that he cannot hope to cope with them all individually with a full measure of success. I say individually because he has come to realize that it is a judicious investment to pay some well posted man or group of men to relieve him of those problems he cannot well attend to himself.

Usually a grain man has his time fully occupied locally and often outside matters come up in a very busy period when he cannot well neglect local business. Then the value of organization is fully manifested. He can lay his troubles before officers of the grain associations, who are probably interested in the same questions, with the assurance that they will be properly looked after. One man, or a small committee, can thus look after the outside affairs of several hundred members. This has been done scores of times during the past decade.

For many years I have firmly believed in the necessity of a Grain Dealer's Ass'n for the general good of the trade and I am strengthened in my opinion when I review what the Western Grain Dealer's Ass'n and its predecessor, the Iowa Grain Dealers Ass'n, have stood for and what they have actually accomplished.

Many abuses have been corrected through their influence. Methods of weighing grain at certain terminals was notoriously bad some years ago. Charges were excessive at several places. Largely through the influence of our Ass'n little complaint can now be made.

Arbitration has been made compulsory. The dishonest dealer has been advertised and put out of business or forced to mend his ways.

The campaign for better seed grain and the necessity of testing corn, in which it took a leading part, was a liberal education for the grain raisers. It has resulted in increased yields and added wealth.

The inspection and adjustment of scales has been beneficial to hundreds of firms.

The Insurance association has resulted in a considerable saving to policy holders.

The Association has assisted its membership in collecting numerous railroad claims and has helped to establish fairer bases of settlements by the claim departments.

Organization is a necessity in the present day. The leading grain firms realize this and belong to various trade organizations. Indeed some men are called upon to act in so many capacities that I have sometimes thought that they must feel that the agencies which were meant to help were proving hindrances by demanding so large a proportion of time. They may have the same sensation as the traveler in the Southwest who, with his arms full of bundles, was approached by a native, leading a burro. The native inquired, "Mister, don't you want to buy a burro?" The traveler looked at the animal contemptuously and replied, "No, thank you, I have about all I can carry now."

The local grain man is not called on for affiliation with so many organizations, but he does need connection with one or two of them for the following reasons:

First, the information derived from the trade publications and at the conventions is helpful in his business. The man who is awake will continually get new ideas from various sources. Certainly those who are making it a business to help the grain man should do him the most good. He will find economical ways of operating, or new methods of handling his business which may save many times the cost of membership.

Second, he will increase his acquaintance, broaden his horizon, and find new outlets for his commodities.

Third, a membership in a Grain Ass'n means a share in abolishing wrong conditions or in preventing the adoption of harmful or doubtful practices. A grain man working single handed to change a rule of a terminal market would have about as much influence as the whistling of the wind but as a member of the Western Grain Dealers Ass'n or the Grain Dealers National Ass'n with the prestige of hun-

dreds of members united, any wrong can be righted.

The influence of organization has never been more strongly illustrated than in Washington last month when the rulings of the Bureau of Chemistry were suspended on request of a united grain trade. Temporarily the menace of these rulings is out of the way but there is no assurance that similar rulings may not be made or that legislation along similar lines will not be attempted. If it is, every grain man should have an interest in seeing that the rulings or legislation are not detrimental to the grain grower and grain handler.

The question of futures is one that concerns every grain man. Undoubtedly the privilege of dealing in grain for future delivery is abused by many people. Any law which will prevent such abuses should be welcomed. The abolition of the privilege for legitimate purposes would certainly work a great hardship on thousands of grain growers and grain merchants and we need the Grain Dealers National Ass'n and its allies to represent the sentiment of the trade on this important question.

The matter of uniform grades is one that all hope to see satisfactorily settled but it can hardly be settled properly and effectively without many conferences, much work and co-operation of all concerned.

We can readily see the necessity of thoro organization in order to solve these big problems as they should be solved.

Fourth, the small dealer needs affiliation with an ass'n for self-protection. The tendency of the times is toward system and centralization. The best business firms watch every detail of their business and endeavor to systematize their affairs to produce the greatest possible result from a given amount of energy or the expenditure of a given amount of money.

Fifth, an organization is a benefit in ascertaining and crystallizing the sentiments of its members on any question of importance so that they may work unitedly for what they favor.

A. E. Reynolds of Crawfordsville, Ind., read a paper on The Grain Dealers National Ass'n and National Legislation, as follows:

### NATIONAL ASS'N AND LEGISLATION.

The business interests of the country are passing through a period of turbulence and unrest. Agitation is prevalent everywhere. In the mad onrush to reform everything and everybody the general public has lost faith in all existing institutions.

The Agitator is posing as a public benefactor. The muckraker is hailed as a patriot. The general public, both in office and out, are crying for victims on whom to wreak their vengeance for wrongs suffered, most of which are imaginary.

The sane portion of the public is standing vainly crying, "Peace, peace, give us peace," and still there is no peace. One of the outgrowths of this insane state of affairs is a general clamor for legislation to control everything.



Pres. E. A. Fields, Sioux City, Ia.



It now appears under the head of Centralization of Power, at another time under a Socialistic cry of—"Give the people a chance," again as the Progressive Movement—"Down with the Corporations"—and what not?

As a Congressman facetiously remarked not long since, "We intend ultimately to have the public so regulated that Congress will prescribe exact rules for house-cleaning and spanking the baby."

With such conditions it is not surprising that an avalanche of legislation has been directed toward the grain business. During the present session of Congress no less than thirty-five different measures affecting the grain business directly or indirectly, have been introduced. Add to these a recent ruling of the Bureau of Chemistry, bringing the handling of grain within the Food and Drug Act, and we have an array of threatened regulative measures that, indeed, seem alarming. If all of these measures should be enacted into laws, each grain dealer would have to employ a personal attorney, and, even with his help, would not be able to stay out of jail more than half of the time.

The average legislator, either State or National, is hopelessly ignorant of the needs of the grain business, in a legislative way. I say this with all due respect to the parties to whom I refer. They could be only posted on the needs by being engaged in the business. Few grain men aspire to politics. The business in which they are engaged is too exacting to give them time for outside diversions.

The primary object of legislation is, or should be, to foster and upbuild the producing and business interests of the country in such a way that they may serve the largest masses, in the best possible manner.

On the great industries of the country the nation depends for its bone, sinew and vitality. Greatest among all of these industries stands the grain business. On it the nation depends for its very life blood.

Primitive man needed little or no legislation to control his actions. Each individual provided his own means of sustenance. He was his own Butcher, Baker and Candle-stick maker.

His methods of providing himself with the necessities, mattered little to anyone else. As he had few or no neighbors, his acts could not in any way affect the rights or happiness of others.

Then everything was crude and simple. The people needed very little. Their wants were few and easily supplied. Avarice had not been born into the world. There were few industries, few inventions, few aspirations.

Gradually as the world grew older, society became more complex. New inventions caused new industries to spring up. The people gradually drifted into different lines of employment. The specialist is an outgrowth of higher civilization.

The subjects of Julius Caesar were mostly engaged in warfare. They had few lines of industry in which to engage. The people today have thousands of trades, professions and lines of occupation open to them. With the great increase in the number of human avocations has come competition and strife. To control this competition and keep human activity and avarice within bounds, more stringent forms of government became necessary.

These governments have proceeded to lay down rules for the control of their subjects. These rules are our laws.

The prime function of government is to control its subjects by rules thus laid down. Legislation is only the establishment of rules. These rules become more numerous and necessary as society becomes more complex. Our laws are useful just in the proportions that they are reasonable and capable of being enforced, without direct injury to the people.

The laws controlling the White Races in the Temperate Zone of North America, if applied to the Hottentots or Igorotes, would be useless and impotent as means of government. They would not be applicable to the subjects to be governed. The eternal fitness of things must be recognized in the enactment of legislation.

When I was a small boy attending my first district school, the teacher on the first morning of the term laid down a set of rules intended to cover and control every wild impulse of childhood. It was a long array of must and must not. The list was so long and difficult to remember that the pupils straightway forgot all of them. They proceeded to go their way, regardless of all the rules established.

My next teacher laid down one rule,—The Golden Rule. Within one week everyone was proceeding on the David Harum principle,—"Do unto the other fellow as he is trying to do you, but do it first."

I enumerate these two incidents to show the two extremes; one was too much legislation and the other, too little.

A good dinner is a fine thing, but too much of it produces bad results. An overdose of a beneficial drug is likely to prove fatal to the patient.

Legislation, to be a good thing, must be reasonable and applicable. Our lawmakers should not give us more legislation than we can digest. Laws are not the forerunners of civilization, but only an outgrowth of it. The vital difficulty at the moment arises from our lawmakers striving to soothe the public clamor by legislating on everything.

It don't seem to matter on what particular line, or to what definite end legislation is directed, just so we have legislation. Some cry,—"Reciprocity," others,—"Tariff Reform." Some go so far as to cry for,—"Referendum" and "Recall." No matter what, just so we legislate.

May the Holy Saints protect us from further legislation until in vulgar parlance, we can learn just "where we are at."

I aim to be a law abiding citizen. I revere and respect the laws that rightly control society. My earnest desire to remain a law abiding citizen prompts me to cry for a cessation of legislative hostilities, lest a plethora of laws so entangle and ensnare me, that I be unable, through the complexity of the situation, to remain law abiding.

We are bound to have more laws enacted; some will be good, others will be bad; some will benefit business, others will injure it. Legislation will be good or bad, just in the degree in which wisdom, patriotism and honesty direct it.

No man can intelligently direct legislation on a subject of which he is hopelessly ignorant, unless he act as the sponsor of those who do know and are able and willing to direct.

The grain business of the country can be best served by laws enacted under the direction of those engaged in the business. This is true of laws regulating every line of business. It remains, however, for the business interests to direct the making of these laws with an earnest and honest determination to do the right thing.

While we will have, and must expect, legislation affecting the grain trade, I maintain that very little, if any of it, is needed.

At the present time "No legislation is good legislation." Since we must have more legislation, however, it is up to the grain trade of the country to direct it into sane and reasonable channels. It is a Herculean task, it calls for the best brains in our ranks.

Legislation undirected and uninfluenced, is sure to run amuck, confusion and ruin will be the result.

We only have to point to the recent ruling of the Bureau of Chemistry in connection with the Food and Drugs Act to show what will happen.

In the light of a literal construction of

this act, the ruling is probably correct, but in view of the evident intentions of the framers of the Act, the ruling became questionable. In view of the results which a strict enforcement of this ruling might bring about, the application is so unfair, unjust, impossible and unreasonable as to bring ridicule on the whole proposition. Yet to overthrow it required an uprising of the grain industry and a forward movement on Washington such as the Government Departments had not witnessed since the advent of Coxie's Army.

"We came. We saw. We conquered." As grain men we must continue to go, to see, and to conquer, in order that our business be not assailed and even ruined by unfair legislation. Eternal vigilance, only, will continue to be the price of our freedom from pernicious legislation.

So far I have spoken of legislation as a negative proposition. While most of the efforts of the Grain Dealers National Ass'n have been given over to preventing pernicious legislation, the time has now come when we must do something in a positive direction.

In other words, we must originate and prosecute the enactment of legislation to better our condition.

We must keep abreast with commercial conditions that are advancing apace daily. The grain industry is so closely allied to, and so acutely affected by conditions of other great commercial institutions that we must remain alive to what is transpiring in those lines. For instance, the Banking business is indissolubly linked to the grain traffic. Money conditions affect every grain transaction.

The Railroads and Steamship lines are as much an adjunct to the Grain business as the corn sheller and the elevator. The Banks and the Railroads are both alert and watching their legislative interests. The great unseen influence at work along these lines constitute the most potent lobby that the world has ever seen.

We must checkmate every movement of these great forces when the same conflict with our interests. They will respect our rights just as we compel them to do so.

I have only to refer you to the Bills now before Congress regulating the Bill of Lading. These measures while ostensibly intended to keep the Railroads from infringing on the rights of the people, did, in fact, in their original form, give the Railroads all freedom to do as they pleased and gave to the shipper nothing. But for the eternal vigilance of the Grain Traffic, a Bill of Lading would have been foisted onto us which would have taken away from the shipping public what few rights they now possess.

We have succeeded, however, in having the Pomerine Bill so altered and amended that it is now a much fairer proposition than when it was first introduced, but it is far from meeting the just demands of the Grain Trade.

Now, how shall we proceed to prevent pernicious, and obtain favorable legislation? The old-time fable of the seven sons and the bundle of sticks is just as true today as when first written. A union of all interests in the grain industry would be invincible.

The Grain Dealers National Ass'n offers to everyone in the grain industry the channel through which he can assert himself to benefit the grain traffic of the country.

The Ass'n wields a wide influence because it is national in scope. It represents and acts for all branches of the trade.

When our Committees go before Congress to work for or against any measure, it is taken for granted that, inasmuch as the National Ass'n is agreed as to the measure under consideration, there is little more to be said.

It is at once understood that all branches



Some of the Grain Dealers Who Attended the Meeting at Des Moines, Ia., April 13.



of the grain industry have unified their opinions and agreed on a definite line of action.

The support of the Grain Dealers National Ass'n is a part of my creed as a grain dealer. I hold that every grain dealer is held under bonden duty to support the Ass'n with his time, talent and money.

Much has been done already to extricate the grain business from the slough of despond in which it has been floundering, but we have only begun. Only the first skirmish lines have been thrown out. The great conflict is still ahead.

In that conflict we must have every force that owes allegiance to our cause. We need you. You need us.

If we are ever to have the clean bill-of-lading it will be after the impelling force of a United Grain Industry is put behind the National Ass'n.

If a fair and equitable standardization of the grades of grain is ever established by the United States Government, it will be one approved by that Ass'n.

If wild and dangerous speculation in grain is ever suppressed without, at the same time, stifling the legitimate trade, it must be done under measures promulgated by the brains of the grain trade.

In short, if we are to continue to thwart pernicious legislation, if we are to be able to influence favorable legislation, if the grain industry is to be a potent factor in the world of business, it must all be done through the Grain Dealers National Ass'n.

It is the only channel open alike to all branches of the grain business.

## RESOLUTIONS.

J. A. King, Chairman of Resolutions Comite, read the following resolution on membership, which was adopted:

### MEMBERSHIP.

WHEREAS, The total revenue received from dues paid by the members to this Association now amounts to about \$4,000.00 per annum, which is barely sufficient to pay current expenses of the Ass'n, leaving no funds for necessary extraordinary expense, therefore,

RESOLVED, That the members of this Ass'n take upon themselves the responsibility of encouraging the one hundred or more independent dealers and the several line elevator companies, who are not members, to join the Ass'n and contribute their moral and financial support in order that the work of the Ass'n may be most effectively continued, and

WHEREAS, The firms operating more than one station have heretofore been required under our by-laws to pay a full membership on all stations operated by them, which has been considered by them as being unduly burdensome, therefore,

RESOLVED, That the action of the Board of Directors in changing the basis of dues to require each firm to pay dues for a full membership on one station and \$3.00 (three dollars) for each additional station operated by them be approved, also

RESOLVED, That the grain dealers located in southern Minnesota, South Dakota, and the North Platte territory of Nebraska be invited to become members of this Ass'n, and

WHEREAS, It is considered that the Grain Dealers National Ass'n is absolutely necessary to the grain trade as a whole, in conducting Ass'n work that is national and universal in scope, therefore,

RESOLVED, That this Ass'n approve the action of its Board of Directors in which the Secretary was instructed to solicit the affiliated membership of individual members of this Ass'n on the basis of annual dues of \$1.00 (one dollar) per member and that this Ass'n have representation in the Grain Dealers National Ass'n on the basis of such affiliated memberships, and the members of this Ass'n are hereby urgently requested to subscribe to such membership.

The presentation of the following resolution on transportation precipitated the following discussion:

### TRANSPORTATION.

WHEREAS, It is absolutely necessary for country shippers of grain, in order that they may conduct their business at a minimum cost, to eliminate so far as possible all hazardous conditions and chances of loss in the transportation of grain, therefore,

RESOLVED, That the Western Grain Dealers Ass'n, assembled in annual convention at Des Moines, Ia., this 13th day of April, 1912, does hereby express the determination to hold the carriers responsible for damage on account of loss of grain in transit, and for the delivery at destination of all grain loaded at the shipping point when positive weights are in evidence, re-

gardless of whether there is evidence of bad order conditions of cars or not, also for damage caused by unreasonable delay in transit either on account of decline in market value or deterioration in quality, also for unreasonable delay in furnishing cars, and be it further

RESOLVED, That the attention of the carriers be called to the advantage of improving their methods of cooping cars by furnishing good material, including burlap, in the manner that has been done by the Minneapolis & St. Louis Ry. Co., and

RESOLVED, That this Ass'n present a bill to the next Legislature for an act relating to elevators and warehouses on railroad land and prescribing methods and conditions of procuring and holding sites therefor, and liability for loss or destruction thereof, and also a bill for an act to require the payment of attorney's fees by common carriers in cases of suits for delay in delivering freight, or injury to or loss of freight, in transit.

A. E. Reynolds: A clean B/L is most important to the country shipper. We are striving for a B/L bearing on the face of it the full facts regarding shipment, and requiring the railroad accepting the goods to make delivery on that basis. You absolutely must have this to protect yourself. They say the railroads can't afford it, but they can. Charge more for carriage, if necessary, but give us the protection to which we are entitled.

When car arrives with a shortage in weight, the railroad will not accept shipper's weight unless the car shows bad condition on arrival. The railroad shud be compelled to weigh-in all the grain, if they will not accept shipper's weights. The railroads say that the station agent is too busy to handle this work, or that there is not enough business to pay for another man. If there are 200 cars shipped annually, the railroad shud put in another man; if only 40 to 50 cars, one good agent could handle it all

M. McFarlin: Have most country shippers scales for weighing into car?

A. E. Reynolds: Practically all in Indiana have such scales. Automatic scales are rapidly coming into use in Indiana. The railroad shud be a party to the weights and see that they are accurate.

Sec'y Wells: Loss in Transit claims that have come to my office have been settled nicely, except where there was no evidence of bad order. In past years the railroads have come to recognize the claims for delay in transit and delay in furnishing cars. The question is what is a reasonable time. Railroads are sometimes unavoidably delayed. With the exception of C. M. & St. P. these claims have been settled. The C. M. & St. P. offered to make settlement at from 50% to 80%, after suit had been started. Railroads have been giving more attention to the cooping of cars, our efforts in this line having been greatly aided by the Chicago Board of Trade and H.A. Foss, Chief Weighmaster. Railroads are now cooping the cars or furnishing the lumber and the liners.

Members have been writing me regarding claim for cost of cooping cars. A Kansas City firm has been soliciting the collection of such claims. The maximum amount allowed by the Rock Island for coopeage, materials, etc., is 80c per car.

The Interstate Commerce Commission has handed down a decision that a refund for cost of coopeage would be a subterfuge for rebating and would not be allowed.

J. A. Tiedeman: We have received letters from the Kansas City claim agency, but we had kept no record of the cars we cooped, and could not put in an accurate claim. We, therefore, do not think it fair to file claim.

C. M. Good: Is Interstate Commerce Commission opposed to paying for labor of cooping?

Sec'y Wells: Yes, they have ruled against it. It may be a subterfuge for rebating. A railroad tariff states that the railroad may not reimburse for labor or material, but the railroad must furnish material

J. A. King read the following resolution on anti-future legislation, which was adopted:

### ANTI-FUTURE LEGISLATION.

RESOLVED, That the Western Grain Dealers Ass'n, assembled at Des Moines, this 13th day of April, 1912, does hereby express the unanimous sentiment of all grain shippers in attendance that the hedging system is absolutely necessary for the protection of the grain producers and merchants against loss by market fluctuations, and that such a system cannot be maintained without the existence of the speculator who invests his money in the surplus crops and assumes the risk of ownership that occurs between the time of the ownership by the producer and that of the consumer, and that the present system of buying and selling future deliveries of grain as conducted by the Boards of Trade and Grain Exchanges is the most economical system that can be devised resulting in the most sensitive publicity of market values upon which information is entirely available to the producer and consumer as well as the dealer, thus preventing a monopoly of the grain distributing business by large corporations, and be it further

RESOLVED, That we are opposed to any and all legislation by Congress relating to anti-future trading in grain, believing that the grain trade as a whole with its different contending organizations is a law sufficient unto itself.

A. E. Reynolds: We cannot justify trading in margins, and yet we cannot abolish future trading, for that is the only protection the shipper has against a decline in the markets. What are we going to do about it? If future trading is abolished the farmer will get less for his grain, yet all will admit that there are abuses in future trading that ought to be remedied. The question is before the country. How can we expect Congress to give us just laws on this question when they are uninformed as to its merits?

The government may legislate on standardization of grades till doom's day. They can not solve the problem until the grain trade shows them how. This question can be solved only thru the G. D. N. Ass'n. This ass'n works for all classes alike. If you raise the price to the farmer, the consumer kicks. If you lower the price to the consumer, the farmer kicks. The grain trade must strike a golden medium. Congress is waiting on this question for grain dealers to show them how.

M. McFarlin: How do grain exchanges stand on the question of standardization?

A. E. Reynolds: Most of them have accepted the rules of the G. D. N. A. Exchanges are going to do just what they have to do. I don't want to slur the Exchanges. They want to do what is right.

J. A. King read a resolution on leakage of grain, as follows:

### INFORMATION RE LEAKAGE IN TRANSIT.

WHEREAS, In cases of leakage of grain from cars making it necessary to repair the car enroute it is the custom of the railway companies to prevent the shipper from having knowledge of such repairs, and

Whereas, The shipper is entitled to full information concerning the transportation of his grain, therefore,

Resolved, That it should be the duty of the transportation company to keep an accurate record of such repairs and inform the shipper thereof when requested.

Resolved, That all transportation companies should be required to keep such records and furnish the shipper with all information relating thereto and we favor the necessary legislation to cover such requirement and that such law when enacted shall prescribe a penalty for noncompliance therewith.



Sec'y Wells: A com'te of Western Trunk Lines and Transportation Com'te ruled that no shrinkage will be allowed if the car does not show bad order condition.

Resolution adopted.

J. A. King read resolutions on Food and Drugs Act, and Proposed Reduction of Tariff on Corn Products, which were adopted as follows:

## THE FOOD & DRUGS ACT.

RESOLVED, That we are in full accord with the Food & Drugs Act as applied to manufactured foods, drugs and chemicals, but that we heartily approve the opinion expressed at the conference held at Washington, D. C., March 5th, 1912, under the auspices of the Grain Dealers National Ass'n by the Honorable Secretary of Commerce and Labor, Mr. Nagel, in which he said that in his opinion "the Food and Drugs Act was not intended to reach natural products," and be it further

RESOLVED, That we recommend that if necessary that the Legislative Committee of the Grain Dealers National Ass'n give the matter careful attention and consideration and if deemed necessary to undertake to have the Food and Drugs Act amended so as not to apply to grain in its natural form, and that the Grain Dealers National Ass'n be advised of the views thus expressed by this Ass'n.

## IMPORT DUTY ON CORN PRODUCTS.

WHEREAS, There is now pending in the United States Senate a Bill, known as House Bill No. 21213, providing for the reduction of the present import duty on corn products, including corn syrup and grape sugar, and

Whereas, The passage of such Bill will result in the importation of cheap foreign sugars to take the place of corn sugar and corn syrup now made here, and

Whereas, Such importation will inevitably result in the reduction of the amount of corn consumed in this country in the manufacture of corn products, thereby doing great injury to one of our largest forms of industry as well as to the producers of corn; therefore, be it

RESOLVED, By the Western Grain Dealers Ass'n, in annual meeting assembled at Des Moines, Ia., this 13th day of April, A. D. 1912. That we are opposed to the

passage of such Bill, for the reasons above set forth. Be it further

Resolved, That a copy of these resolutions be forwarded at once by the Secretary to the Hon. Senators from Iowa now in the United States Senate.

J. A. King read a resolution on charges for cooping cars, as follows:

## CLAIMS FOR LABOR IN COOPERING.

WHEREAS, There would seem to be an erroneous impression that claims against Railroad Companies can be collected for labor performed in cooping cars for shipment, for a period of time extending from September, 1900, to December, 1911, where shipper has not furnished any lumber. Therefore

Resolved, That the Western Grain Dealers Ass'n do hereby recommend that their members do not file such claims on account of being unfair, unjust and unbusinesslike.

J. A. Tiedeman: We have tried to build a reputation of filing nothing but fair, just and legitimate claims. I am opposed to these small claims of 80c per car. Such things take us further away from the claim departments instead of getting us closer to them.

Resolution adopted.

J. A. King read a resolution regarding affiliation with National Ass'n, which was adopted as follows:

## AFFILIATION WITH NATIONAL.

Recognizing the importance and value to the grain trade, of the results obtained by the Grain Dealers National Ass'n in matters pertaining to the handling of grain, considering the importance of subjects relating to the grain trade now before congress and to prevent wrongful action thereon the grain dealers through the National Ass'n, the most effective channel, should present the needs of the trade in the proposed legislation, to our representation in congress and that it is unfair on our part to expect assistance from the National Ass'n without contributing at least to a small extent toward the expense thereof, and realizing that the present condition of the funds of this Ass'n will not allow the added expenditure of the amount required to pay the cost of affiliation, therefore,

Resolved, That we favor the amount of \$1.00 be added to the annual dues for the purpose of paying the affiliation fee with the National Ass'n. That the Secretary be directed to take a vote of the members on this question and if the majority vote is in favor of such increase of dues, the officers of the Ass'n shall then take the necessary steps to affiliate this Ass'n with the National.

Sec'y Wells called on John F. Courcier, who spoke on Affiliation With the National Ass'n: There are so many reasons for affiliation that I hardly know where to begin. We know there is something to be done, else we would not be here. We come together once or twice a year for discussion of experiences, and by doing so we shorten the period for acquiring practical knowledge. It requires the united efforts of the G. D. N. A. to accomplish things for the grain trade. If we will join our forces we can get anything we want. The sum of one dollar from each man is a small amount for affiliation.

M. McFarlin: If we affiliate as an ass'n, wud that entitle us to arbitration with members of another state association?

Sec'y Courcier: Yes.

J. A. Tiedeman, chairman of Com'te on Nominations, reported as follows: E. A. Fields, Sioux City, Pres.; E. L. Erickson, Story City, Vice Pres.; board of directors, R. A. Frazier, Nevada; B. C. Hemphill, Dexter; A. W. Randall, Conrad; A. D. Hayes, New London, and F. D. Milligan, Jefferson City.

Adjourned sine die.

## BANQUET.

At 6:00 the dealers gathered in the banquet hall of the Savery Hotel where, as the world's greatest distributors of food supply, the grain dealers enjoyed their share.

After the cigars had been lighted

Toastmaster Fields introduced as the first speaker, Hiram N. Sager, ex-Pres. Chicago Board of Trade who spoke regarding the Council of Grain Exchanges, the object of which, he said, is too high and too broad to do it justice in a few minutes. Everyone interested in production, distribution and consumption of grain shud be interested in the Council of Grain Exchanges. Altho the Council has been organized less than two years, it is accomplishing a country-wide work for increased production of grain.

The system of grain Exchanges in this country is the most economical system of distribution of grain, yet there are many practices in these individual Exchanges which I do not approve, and which you do not approve. Because of rivalry, Exchanges in the past have tended to hold themselves aloof. But it was out of recognition that much could be accomplished by co-operation of Exchanges that gave rise to the Council of Grain Exchanges. It is an organization devoted to service and to bringing about better conditions to all interested in the Grain Trade. The Council of Grain Exchanges is not comprised of individuals. From New York to San Francisco the Council of Grain Exchanges is doing things which can not be done by individuals nor by an organization of individuals.

The greatest effort is now being made to increase production of grain by disseminating literature among farmers and by co-operating with agricultural colleges and experiment stations. The Council of Grain Exchanges is addressing itself to lowering the cost of handling from producer to consumer, and is endeavoring to bring about higher ideals and methods in the trade. There are probably some abuses in each Exchange that shud be corrected, but the Exchanges shud correct these defects themselves. We want your friendly criticism.

Pres. E. A. Fields called upon B. A. Lockwood, of Des Moines, ex-Pres. of the National Ass'n, who spoke regarding national organization. That the Grain Dealers National Ass'n is effective in its accomplishments for the interest of the farmer, as demonstrated in the recent two-days' work at Washington, verifies the necessity for national organization.

There are now 40 bills before Congress to abolish speculation in grain. Probably none of them will pass, but some day there will be a law passed affecting speculation. We need a law that will permit speculation—one that will regulate speculation and that will eliminate the evils. You must post your senators and representatives, and enlighten them on this subject.

Pres. E. A. Fields introduced Adolph Gerstenberg, Chairman of Arbitration Com'te of G. D. N. A., who made an interesting talk on some of the difficulties of arbitration, and the work that is being done by the arbitration com'te. He pointed out the elimination of a great evil when "calendar days" was substituted for "business days."

## CONVENTION NOTES.

A. L. Cox was the only man from Peoria.

Milwaukee was represented by W. E. Mereness, Jr., of Mereness & Potter Co.

Omaha sent M. C. Brown, J. T. Buchanan, W. J. Smith, C. D. Sturtevant, of Cavers Eltr. Co.; Charles H. Wright, J. F. Twamley.

W. F. Morgan, of Des Moines gave out lead pencils bearing his ad and a



Secy. Geo. A. Wells, Des Moines, Ia.



novel feature in the form of a perpetual calendar.

B. S. Wilson & Co., of Chicago, supplied toothpicks after the banquet, bearing the words, "Pick B. S. Wilson & Co., Chicago, for a part of your business."

The Des Moines grain men entertained visiting dealers at a splendid buffet luncheon during the noon recess. This gave every one an opportunity to help himself and get acquainted.

H. A. Foss, Weighmaster of Chicago Board of Trade, distributed his booklet entitled "Facts and Factors in Accurate Weighing," containing valuable information which every grain shipper should know.

From Kansas City were M. C. Bruce, of Roehen-Cary Grain Co.; D. L. Croysdale; C. V. Fisher; A. J. Mann, of Ernst-Davis Grain Co.; H. G. Miller, of Thresher-Fuller Grain Co.; Wm. Murphy; E. R. Stripp.

Railroad men in attendance were C. W. Austin, Percy C. Church and W. P. Kernan, of Erie R. R.; V. D. Fort, of I. C. R. R.; J. G. Love, of C. M. & St. P. Ry.; W. G. Wagner, of C. B. & Q. R. R.

Among those present from St. Louis were J. A. Connor, of Connor Bros. & Co.; E. F. Daly; John Dower, Supervisor of Weights; H. F. Ketchum; G. C. Martin, of Goffe & Carkener Co.; F. P. McClellan; Martin J. Mullally, of John Mullally Com. Co.; Harry C. Noland; Erich Picker, of Picker & Beardsley Com. Co.; Ben A. Neal, of Elmore-Schultz Grain Co.; J. F. Vincent; C. L. Wright.

Among those from Chicago were Arthur Banta, Harry G. Smith and H. J. Rogers, of Lamson Bros. & Co.; H. N. Sager and Wm. Christie, of J. H. Dole & Co.; F. G. Coe; Oscar C. White and Earl G. Cool, of Philip H. Schifflin & Co.; H. A. Foss, Weighmaster of Chicago Board of Trade; A. Gerstenberg; Fred B. Lewis, rep. E. W. Wagner & Co.; H. A. Rumsey of Rumsey & Co.; L. M. Smith; W. W. Sylvester, of B. S. Wilson & Co.; C. H. Thayer, of C. H. Thayer & Co.; J. A. Waring.

Among the shippers present were: J. H. Barrett, Marshalltown; M. E. Blazer, Churdan; J. E. Bosserman, Murray; A. Brackney, Clemons; M. F. Broadwell, Hedrick; Rufus Bullard, Maxwell; E. L. Erickson, Story City; J. Erickson, Roland; E. A. Fields, Sioux City; R. A. Frazier, Nevada; P. R. Frazier, Morrison; V. F. Frazier, Palmer; C. M. Good, Ida Grove; J. J. Grosenbaugh, Coon Rapids; A. Hakes, Manson; A. D. Hayes, New London; B. M. Huntley, Boone; P. J. Harvey, Gowrie; J. W. Hutchinson, Central City; C. H. Harshbarger, Cooper; C. E. Harris, Williamsburg; B. C. Hemphill, Dexter; J. M. Johnson, Kelley; J. K. Johnson, Kanawha; J. A. King, Nevada; O. C. King, Montezuma; J. H. Larson, Roland; C. W. Luthiers, Prescott; S. A. McElrath, Laurel; L. A. Mohannah, Keswick; E. W. Miller, Guthrie Center; F. D. Milligan, Jefferson City; O. K. Morrison, South English; Geo. Moulton, Fonda; E. A. Miller, Packwood; B. H. O'Meara, Cedar Rapids; I. L. Patton, Newton; D. J. Peters, Wellsburgh; H. Potgeter, Steamboat Rock; Wm. Radebaugh, Rippey; John Reidy, Winthrop; E. R. Slusser, Colfax; Thos. Schmidt, A. Schmidt, Lyon; O. A. Talbott, Keokuk; H. W. Talbott, Osceola; E. H. Tiedeman, Fonda; J. A. Tiedeman, Sioux City; H. W. Van Dyke, Winfield; J. W. Weikel, Jordan; Robt. Whitaker, Dallas Center; Wm. Walliser, Belle Plaines.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### WHO HAS SQUARE CONCRETE BINS?

*Grain Dealers Journal:* We are figuring on constructing one or two storage tanks at our Bryan plant, capacity about forty thousand. Would like the benefit of dealers who have had experience as to what is the most economical tank to be built. We have figured some way that a building might be constructed, say ten by twenty feet and high enough to hold the capacity, rodded, cheaper than a round tank.

Kindly advise if you know where they are using any square buildings for grain storage, in concrete.—Yours very truly, The Raymond P. Lipe Co., Toledo, O.

### CAN SHIPPER LOAD HEAVIER THAN CONTRACTED?

*Grain Dealers Journal:* Purchaser confirmed a contract "We confirm herewith the purchase of you to-day, two 60,000-lb. capacity cars No. 2 rye at 89c, track Lake City."

Shipper loaded 54,985 lbs. in one car and 80,640 lbs. in another car, and requested application on contract, the surplus over 120,000 bus. to be settled for on the basis of market day of arrival at destination. One car thus was 20,640 pounds over. As market was 3 cents lower on day of arrival buyer deducted 3 cents on 20,640 lbs.

Shipper claims the amount over was the difference between 120,000 lbs. Will some brother dealer please state what is the custom in settling for over-delivery on a contract like the foregoing?—E. W. H.

### HOW CAN WE COLLECT FOR WHEAT?

*Grain Dealers Journal:* Last September we sold the Shepherdson Grain Co. of Omaha "3,000 bus. of wheat like sample, at 78c per bu. FOB Hobson, prompt shipment." On Sept. 3d we shipped 1430:50 bus. in G. N. R. R. car 102424. On Sept. 7th we loaded 1471:50 bus. into G. N. R. R. car 42984. These we billed open to the Shepherdson Com. Co., one to Omaha and one to Minneapolis, as per buyers instructions.

The only word we ever received from Mr. Shepherdson in regard to payment was from Denver. He wired us that he would be home in a few days and would settle. We are out \$2344.92. Any suggestions as to how we can collect for our wheat will be greatly appreciated.—Brown-Goodell Elvtr. Co., Hobson (Philbrook P. O.), Mont.

*Ans.*—Early this year M. T. Shepherdson was expelled from membership in the Omaha grain exchange, and his membership confiscated by the exchange. According to Sec'y of State Addison Wait of Nebraska, the Shepherdson Grain Co. of Omaha filed articles of incorporation Apr. 25th, 1911. The company's offices have long since been closed, and Mr. Shepherdson is traveling somewhere in the west. It may be that you have recourse for your lost grain against the stockholders of the company. It would be advisa-

ble for you to employ an Omaha attorney to investigate the merits of your claim.

### WANTS INFORMATION ON GRAIN INSPECTION.

*Grain Dealers Journal:* Where can I secure a text book or other information regarding the testing of grain? I also want a book on the duties and qualifications of a grain inspector.—R. R. Smith, Modesto, Ill.

*Ans.*: No comprehensive work has been published regarding the grading of grain. The methods of testing grain have been described in these columns from time to time, and the U. S. Dept. of Agriculture has published bulletins on the application of the moisture test to grain.

To take the test weight place the test kettle where it can not be jarred or shaken. From scoop, bag or pan held two inches from top of kettle pour into middle of same at a moderate speed, until running over, striking off in a zigzag manner with the edge of beam held horizontally.

The duties of grain inspector can only be learned by a long apprenticeship beginning as a sampler. By long observation the eye must be trained to detect differences in the quality of grain; and the classification into the different grades of grain is learned by study of the rules and observing the qualities of grain assigned to the different grades by the experienced inspectors in the every day work of the grain inspection office.

Rules for the classification of grain into the different established grades are published by the state grain inspection departments.

One aspiring to become an inspector should begin his apprenticeship with a good common school education.

### NEW SEC'Y OF DETROIT Board.

M. S. Donovan, the new secretary of the Detroit Board of Trade, has been fortunate in having practical experience that will give him a grip on the duties of his office.

For many years Mr. Donovan held positions of responsibility with the Michigan Central Railroad at Detroit, and subsequently was associated with grain handling firms operating in that market.

Possessing energy and executive ability Mr. Donovan will discharge the duties of the office with efficiency, and his pleasing personality will gain him many friends among the members and patrons of the Board of Trade. A portrait of Mr. Donovan is given herewith. He will assume his new office May 1.



M. S. Donovan, Detroit, Mich.  
Secy. Board of Trade.



## ANTI-FUTURES BILL FAVOR- ably Reported.

Interstate communication with reference to purely speculative purchases or sales of corn, oats and wheat are prohibited in the Lever bill, which was reported favorably Apr. 17 by the Com'ite on Agriculture of the House.

The reporting out of this bill is a distinct disappointment to the Council of Grain Exchanges, whose ablest members had journeyed to Washington and argued against the proposed bill Apr. 8 before the sub-com'ite, convincing them that the grain bill shud not be reported out.

Not being on the sub-com'ite most members of the com'ite on Agriculture did not hear the argument of the grain men, who now have their work to do over again.

The House Com'ite at the same time reported out the Beall bill, identical with the Lever bill, but naming cotton only. This separation of grain from cotton in the proposed legislation is considered favorable to the grain exchanges, as there is no general demand by any interest that grain speculation be prohibited, while some Southern congressmen feel strongly against the cotton exchanges. The Lever bill follows:

H. R. 18323.

To prohibit interference with commerce among the States and Territories and with foreign nations, and to remove obstructions thereto, and to prohibit the transmission of certain messages by telegraph, telephone, cable, or other means of communication between States and Territories and foreign nations.

1. Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That certain words used in this Act and in proceedings pursuant hereto shall, unless the same be inconsistent with the context, be construed as follows: The word "message" shall mean any communication by telegraph, telephone, wireless telegraph, cable or other means of communication from one State or Territory of the United States or the District of Columbia to any other State or Territory of the United States or the District of Columbia or to any foreign nation.

The word "person" shall mean any person, partnership, joint-stock company, society, association, or corporation, their managers and officers, and when used with reference to the commission of acts which are herein required or forbidden shall include persons who are participants in the required or forbidden acts, and the agents, officers and members of the boards of directors and trustees, or other similar controlling or directing bodies of partnerships, joint-stock companies, societies, associations and corporations. And words importing the plural number, wherever used, may be applied to or mean only a single person or thing, and words importing the singular number may be applied to or mean several persons or things.

Sec. 2. That it shall be unlawful for any person to send or cause to be sent any message offering to make or enter into a contract for the purchase or sale for future delivery of wheat, corn, or oats without intending that such wheat, corn, or oats shall be actually delivered or received, or offering to make or enter into a contract whereby any party thereto or any party for whom or in whose behalf such contract is made acquires the right or privilege to demand in the future the acceptance or delivery of wheat, corn, or oats without being thereby obligated to accept or deliver such wheat, corn, or oats; and the transmission of any message relating to any such transaction is hereby declared to be an interference with commerce among the States and Territories and with foreign nations.

Any person who shall be guilty of violating this section shall, upon conviction thereof, be fined in any sum not more than one thousand dollars nor less than one hundred dollars and shall be imprisoned for not more than six months, nor less than one month, and the sending or causing to be sent of each such message shall constitute a separate offense.

Sec. 3. That it shall be the duty of any person sending any message relating to a contract or to the making of a con-

tract for future delivery of wheat, corn, or oats to furnish to the person transmitting such message an affidavit stating that he is the owner of such wheat, corn, or oats and that he has the intention to deliver such wheat, corn, or oats; or that such wheat, corn, or oats is at the time in actual course of growth on land owned, controlled or cultivated by him and that he has the intention to deliver such wheat, corn or oats; or that he is, at the time, legally entitled to the right of future possession of such wheat, corn, or oats under and by authority or a contract for the sale and future delivery thereof previously made by the owner of such wheat, corn, or oats, giving the name of the party or names of parties to such contract and the time when and the place where such contract was made and the price therein stipulated, and that he has the intention to deliver such wheat, corn, or oats; or that he has the intention to acquire and deliver such wheat, corn, or oats; or that he has the intention to receive and pay for such wheat, corn, or oats;

Provided, That any person electing to do so may file with the telegraph, telephone, wireless telegraph, or cable company an affidavit stating that the message or messages being sent, or to be sent, for the six months next ensuing by such person do not and will not relate to any such contract or offers to contract as are described in section two of this Act, and any such company shall issue thereupon a certificate evidencing the fact that such affidavit has been duly filed and such certificate shall be accepted in lieu of the affidavit herein required at all the transmitting offices of such company during the life of said affidavit.

Any person who knowingly shall make a false statement in any affidavit provided for in this Act shall be punished by a fine of not more than five thousand dollars nor less than one thousand dollars and shall be imprisoned for not more than two years nor less than one year. And in any prosecution under the provisions of section two or three of this Act the proof of failure to make any affidavit herein required shall be prima facie evidence that said message or messages related to a contract prohibited by section two or this Act, and the proof of failure to deliver or receive the wheat, corn, or oats called for in any contract, for future delivery of wheat, corn, or oats shall be prima facie evidence that there was no intention to deliver or receive such wheat, corn, or oats when said contract was made.

Sec. 4. That any agent of any telegraph, telephone, wireless telegraph, or cable company to whom messages herein described may be tendered is hereby required, empowered, and authorized to administer any oath required to be made under the provisions of this Act with like effect and force as officers having a seal, and such oath shall be administered without any charge therefor.

Sec. 5. That it shall be unlawful for any person owning or operating any telegraph or telephone line, wireless telegraph, cable, or other means of communication, or any officer, agent, or employee of such person, knowingly to use such property or knowingly to allow such property to be used for the transmission of any message relating to such contracts as are described in section two of this Act.

Any person who shall be guilty of violating this section shall, upon conviction thereof, be punished for each offense by a fine of not more than one thousand dollars nor less than five hundred dollars, and the sending of each message in violation of the provisions of this section shall constitute a separate offense.

Sec. 6. That every book, newspaper, pamphlet, letter, writing, or other publication containing matters tending to induce or promote the making of such contracts as are described in section two of this Act is hereby declared to be non-mailable matter, and shall not be carried in the mail or delivered by any postmaster or letter carrier.

Any person who shall knowingly deposit or knowingly cause to be deposited for mailing or delivery any matter declared by this section to be non-mailable, or shall knowingly take or cause the same to be taken from the mails for the purpose of circulating or disposing thereof, or of aiding in the circulation or disposition thereof, shall be fined not more than five thousand dollars nor less than one thousand dollars, or shall be imprisoned not more than five years nor less than one year, or both.

Any person violating any of the provisions of this section may be proceeded against by information or indictment and tried and punished either in the district at which the unlawful publication was mailed

or to which it is carried by mail for delivery according to the direction thereof, or at which it is caused to be delivered by mail to the person to whom it is addressed.

Sec. 7. That the Postmaster General, upon evidence satisfactory to himself that any person is sending thru the mails of the United States any matter declared by section six of this Act to be non-mailable, may instruct the postmasters in the post offices at which such mail arrives to return all such mail to the postmaster in the post office at which it was originally mailed with the word "unlawful" plainly written or stamped upon the outside thereof, and all such mail, when returned to said postmaster, shall be returned to the sender or publisher thereof under such regulations as the Postmaster General may prescribe.

Sec. 8. That in any proceeding under this Act all persons may be required to testify and to produce books and papers, and the claim that such testimony or evidence may tend to criminate the persons giving such testimony or producing such evidence shall not excuse such person from testifying or producing such books and papers; but no person shall be prosecuted or subjected to any penalty or punishment whatever for or on account of any transaction, matter, or thing concerning which he may testify or produce evidence of any character whatever.

Since sunshine lights the earth around,  
And everywhere good men are found,  
Shake off your fears, have hope, be brave,  
Gloom has no place but in the grave.  
Don't lose a chance to laugh.

## Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### ALSO CAUGHT BY SELF RENEW- ING CONTRACT.

*Grain Dealers Journal:* We have been subscribers to the Grain Dealers Journal for a number of years and have oftentimes gathered some very valuable information from it. In your issue of March 25th we read with considerable interest on page 422 "Your Bristol Mercantile Agency Contract" and on page 424 "Any Complaints Against Collection Agency," meaning the Bristol Mercantile Agency.

If you can do so we should like for you to give us the names of the parties writing these articles, as we are right with them on that deal and should like to correspond with them and get a little information as to their experience with this agency as we have had the same experience with them except that we have carried out our part of the contract and they failed to carry out any part of theirs. We are going to stand them a suit, no matter what it costs, for the benefit of others and if we can get their statement it will help us to go after them. We think deals of this kind should be exposed. Thanking you for a prompt reply, we remain, Yours very respectfully, McDonald & Co., New Albany, Ind.

Wheat in northern Argentina will yield an average crop, which is about 2,250,000 tons, or 54% of the entire country's output and flaxseed will fall below the average, which amounts to 500,000 tons, or 81% of the total output. The average weight of the wheat received in Rosario to the end of Feb. was about 50 lbs., which is quite low.—Consul Robert T. Crane, of Rosario, Argentina.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission, the carriers have made the following changes in rates:

**Vandalia** gives rates, effective Apr. 29, on barley, corn, kafir corn, and oats from Allentown, Ill., to New Orleans, La., 18c.

**M. K. & T.** in No. 1930A makes allowance, effective May 4, for elvtr. service on grain at Fort Worth, North Fort Worth and Sherman, Tex.

**B. & O.** in Sup. 7 to ICC 10448 gives rates, effective Apr. 25, on grain and grain products from B. & O. stations to eastern and interior points.

**R. I.** gives rates, effective May 1, between Mercer and Alvord, Mo., and points in Chicago, Ill. group, wheat, 14c; flaxseed, 19c; corn, 13c.

**C. M. & St. P.** in Sup. 27 to GFD32883 gives rates, effective May 8, on wheat, corn, oats, rye and millstuffs between Fay, Ill. and Wis., and Mich. points.

**C. C. C. & St. L.** in No. Cir. E7 makes allowances, effective May 1, for transfer of grain at St. Louis, Mo., East St. Louis, Ill., Granite City, Ill., and Venice, Ill.

**Mich. Cent.** gives rates, effective May 1, on grain and grain products from Akors Points, Carrolls Pit, Delton, Woodland, Mich., to Detroit, Mich., and Toledo, O., 8c.

**C. M. & St. P.** gives rates, effective May 1, on malt from Red Wing, Minn., to Waukegan, Ill., 12.5c; from Sioux Falls, S. D., to Falls City, Nebraska City, Neb., 13.4c.

**St. L. & S. F.** in Sup. 8 to No. 1557 gives rates, effective May 6, on grain and grain products between Ark., Kan., Mo. and Okla. points and Missouri river points and rate points.

**L. S. & M. S.** gives rates, effective May 1, on corn oil, oil cake, glucose feed, corn meal from points in Fort Wayne group to Washington, Bishop, Palanka and Westland, Pa., 9c.

**C. R. I. & P.** in Sup. 7 to No. 13207E gives rates, effective May 10, on grain and grain products from Missouri river points to connecting lines, stations in Ill., Ia. and Wis.

**C. & A.** gives rates, effective May 1, from Kansas City, St. Joseph, Mo., and Elwood, Kan. (when originating at other points or when milled at these points

from grain originating at other points) to Glenn, Ill., wheat, 12c; corn, rye, oats and barley, 11c.

**Ill. Cent.** gives rates, effective May 1, on corn oil from Cedar Rapids, Ia., to Cairo and Mounds, Ill., when destined to points in South Carolina and southeastern territories, 21.5c.

**C. R. I. & P.** in Sup. 63 to No. 12450C gives rates, effective May 8, on grain and grain products between stations in Ill., Ia. and Minn. and stations in Kan., Neb., Colo. and Okla.

**Minn. & St. L.** in Sup. 5 to No. 1588A gives rates, effective May 12, on wheat, corn, oats and rye from Minn. & St. L. and Sou. Ia. Trac. stations to Kansas City, Mo., and rate points.

**Wabash** gives rates, effective Apr. 29, on grain in carloads (ex-lake), viz. barley, corn, kafir corn, milo maize, oats, shelled rye, spelt and wheat from Buffalo, N. Y., to Tillsonburg, Ont., 5c.

**Union Pac.** in Sup. 1 to GFO993, effective May 20, cancels circular governing allowance to elvtrs. located at Council Bluffs, Ia., and Kansas City, Kan., for transferring grain to secure prompt release of cars.

**Wabash** gives rates, effective May 1, to Belleville, Ill., on malt from Chicago, Ill., and rate points, 9c; from Milwaukee, Wis., and rate points, 11c; flaxseed and millet seed between Hannibal, Mo., and Quincy, Ill., 5.75c.

**T. & O. Cent.** gives rates, effective Apr. 28, on elvtr. dust oat clippings, oat hulls and grain screenings from Columbus, Ia., to Chicago, Ill., 10c; Milwaukee, Wis., 11.5c; Owensboro, Ky., 14c; Peoria, Ill., 10c; from Toledo, O., to Owensboro, Ky., 14c; Peoria, Ill., 10c.

**Soo** gives rates, effective May 1, on barley, corn, oats, rye and wheat between Minneapolis, St. Paul, Minnesota Transfer and Duluth, Minn., or Superior, Wis., and Manhaven, 17c; Expansion, 19c; Ree (formerly South Berthold), 20c, and Crow's Heart, N. D., 21c.

**C. B. & Q.** in Sup. 3 to No. GFO371 gives rates, effective May 10, on grain and grain products from Kansas City, Mo., Atchison, Kan., Omaha, Neb., Council Bluffs, Sioux City, Ia., Sioux Falls, S. D., and stations taking same rates to Ill., Ind., Miss., Tenn., Ala. and La. points.

**C. R. I. & P.** in Sup. 1 to No. 28675 gives rates, effective May 23, on grain and grain products, broom corn and seeds in carloads between Missouri River common points, including St. Louis, Mo. and East St. Louis, Ill. and stations in Colorado,

Illinois, Iowa, Kansas, Missouri, Nebraska and Oklahoma, and stations in Colorado, Kansas, Missouri, Nebraska, New Mexico and Oklahoma, (except as otherwise provided) in the tariff.

**Mo. Pac.** gives rates, effective Apr. 30, on grain, flaxseed and mill feed from Hodges, Iona, Allard, Curry and Glendive, Mont., to Chicago, Peoria, Quincy, Ill., Milwaukee, Manitowoc, Wis., 28.5c; rate on flaxseed, 29.5c. May 1, alfalfa seed from Billings, Mont., to Helena and Butte, Mont., 45c.

**C. & A.** in Sup. 16 to No. 1602A gives rates, effective May 1, on grain and grain products from Kansas City, St. Joseph, Mo. and Elwood, Kan., when originating at other points or when milled at Kansas City, St. Joseph or Elwood from grain originating at other points to C. & A. stations in C. F. A. territory.

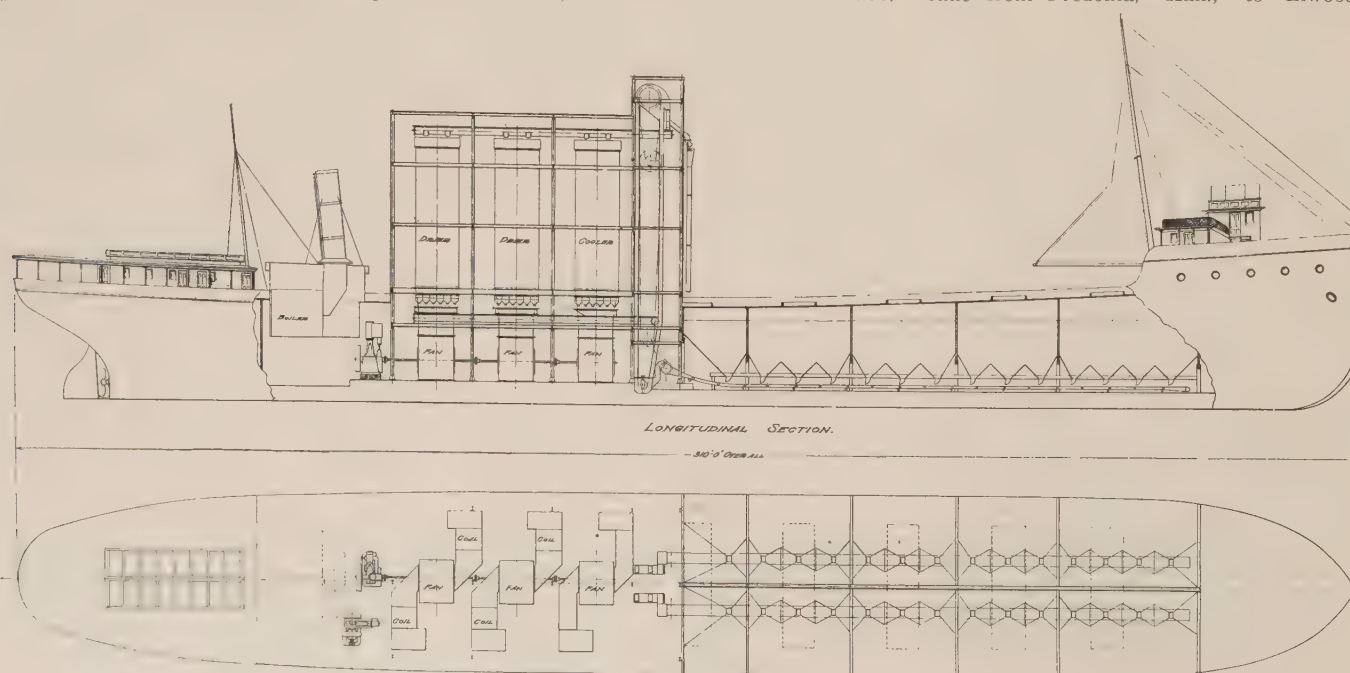
**Soo** gives rates, effective Apr. 30, on grain and grain products and articles taking same rates from New Richmond, Wis., to Alba, Acker, Alder, Eben, Erickson, New Dalton, Mich. and other Michigan points, 14.5c; from Eau Claire, Chippewa Falls and New Richmond, Wis., to Escanaba and Wells, Mich., 12.5c.

**Nor. Pac.** in Sup. 9 to No. 685B gives rates, effective May 6, on grain and feed between St. Paul, Minnesota Transfer, Minneapolis, Stillwater, Carlton, Cloquet, Duluth, Minn., Superior, Superior East End, Central Ave. (Superior), Ashland, Washburn, Wis., and stations taking same rates and Wis., Minn., and N. D. points.

**C. R. I. & P.** in Sup. 7 to No. 13207-E gives rates, effective May 10, on grain, grain products and seeds in carloads from Kansas City, St. Joseph, Mo., Armourdale (Kansas City, Kan.), Atchison, Leavenworth, Kan., Council Bluffs, Ia., Omaha and South Omaha, Neb., to stations in Illinois, Iowa and Wisconsin on connecting lines.

**Ill. Cent.** in No. 34551 gives rates, effective May 11, on grain and grain products, cleaned, clipped, graded, inspected, milled, mixed, sacked, shelled, stored or weighed, also on mixed feed manufactured at Cairo, Ill., and reshipped to Ill. Cent., Yazoo & M. V. and points in Mississippi Valley, southeastern and Cairo territories.

**St. L. & S. F.** gives rates, effective May 6, from Marionville, Aurora and stations Verona to Webb City, Mo., and Weightman to Washburn, Mo., to stations Aroma, Mo., to Ridgely, Mo., inclusive, wheat, 8c; corn, 6c; May 9, linseed meal and cake from Fredonia, Kan., to Elwood,



Longitudinal Sections of Floating Grain Drier "Helena."



Wathena, Blairs, Kan., 14c; Manville, 15c; Hiawatha and Hamlin, Kan., 15½c.

**Minn. & St. L.** in Sup. 1 to No. 1650A gives rates, effective May 15, on wheat, corn, oats and rye, milled, cleaned, mixed or shelled in transit from Minn. and St. L. stations in Ia., Minn. and S. D. to Chicago, Peoria, Ill., Milwaukee, Wis., St. Louis, Mo. and points taking same rates,

**Mo. Pac.** gives rates, effective Apr. 30, on brewers' meal, wheat chop, corn flake, gluten feed, gluten meal, grain screenings, grits, hominy, hominy feed, malt, maize, middlings, molasses feed, oat dust, oat groats, oat hulls, pearl barley and shorts from Nebraska City, Neb., St. Joseph, Mo., Atchison, Leavenworth, Kan., and Kansas City, Mo., to Sioux Falls, S. D., 16c.

## Exports of Breadstuffs.

Our exports of breadstuffs in the 9 months prior to Apr. 1 included 1,359,471 bus. of barley, 36,350,730 bus. of corn, 1,326,785 bus. of oats, 2,429 bus. of rye and 26,768,678 bus. of wheat; compared with 8,680,959 bus. of barley, 45,529,524 bus. of corn, 1,100,448 bus. of oats, 129 bus. of rye and 20,203,565 bus. of wheat exported during the corresponding 9 months of 1910-11. The total value of all breadstuffs exported during the 9 months prior to Apr. 1 was \$94,186,533; compared with \$87,516,263 for the corresponding 9 months of 1910-11, as reported by U. P. Austin, chief of the Bureau of Statistics.

The Better Farming Ass'n of North Dakota has established field agents permanently at ten stations throughout the state. These field men are stationed to conduct co-operative farming with several farmers of all classes to show the improvement which can be made under proper methods. The fund to maintain these field men was raised by the business men of North Dakota and of Minneapolis and St. Paul, and is available only to such communities which will raise a proportionate amount locally.

## BIG FLOATING DRIER AT Chicago.

The best-equipped floating grain drier in the world has recently been placed in operation by the Armour Grain Co. at Chicago. The plant is contained in a lake steamer of large size, which has been remodeled to house the drier, receive, unload and store grain.

The boat is 310 ft. long and 42 ft. beam, having storage for 125,000 bus. grain. In the hull have been placed hopper bottom bins with conveyors to take grain to the drier. After drying the grain can be put back in the boat or discharged direct into any elevator, vessel or car, at any point, as the boat is able to proceed anywhere under its own steam.

Moisture testers and other equipment useful in a drying plant are provided in the laboratory on the boat, which is equipped with electric lights.

The driers are of the Ellis type, the parts above deck being housed within the steel framework shown in the engraving herewith. There are two batteries of driers and one battery of coolers, in line, each composed of two 6-unit machines, and 28 ft. 4 inches high. Three stands of elevators receive grain from the belt conveyors running under the hopper bins and discharge into the screw conveyor under roof of drier or into the outside loading spout, the third leg making it possible to unload at elevators not equipped with a marine leg.

Steel is the sole material used in construction of the driers and cooler, making the plant fireproof. The 1-inch exhaust steam heating coils are nearly five miles in length, and the condensed water from the coils is pumped back to the boilers. The heated and cool air is delivered by three fans, each having a capacity of 110,400 cubic feet of air per minute and driven by steam engines. The drying plant has a capacity of about 75,000 bus.

per 24 hours, and represents an investment of nearly \$200,000. The equipment of the steamer Helena was installed under the plans and patents of the Ellis Drier Co.

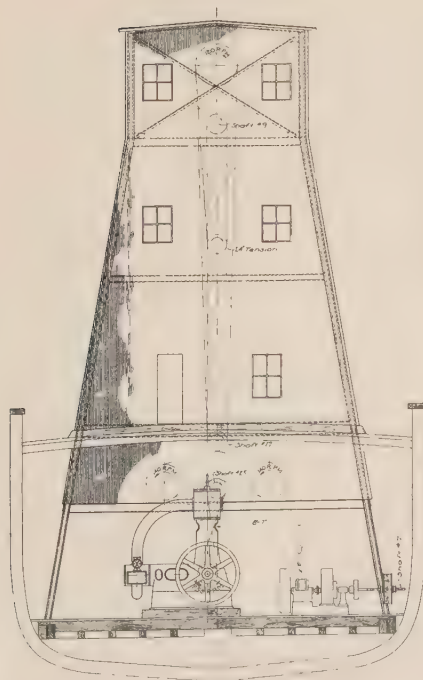
The engravings herewith show two longitudinal and three cross-sections. The horizontal longitudinal section shows the bin arrangement and placing of fans in hold of boat. The cross sections are thru drier, and show blower engine, fans, power transmission, elevator legs and position of the drying stands within housing.

Wisconsin grew 500,000 bus. of pedigreed barley last year, according to Prof. R. A. Moore of the agronomy dept. of the college of agri. of the state university. About ¼ of the amount will be used for seed.

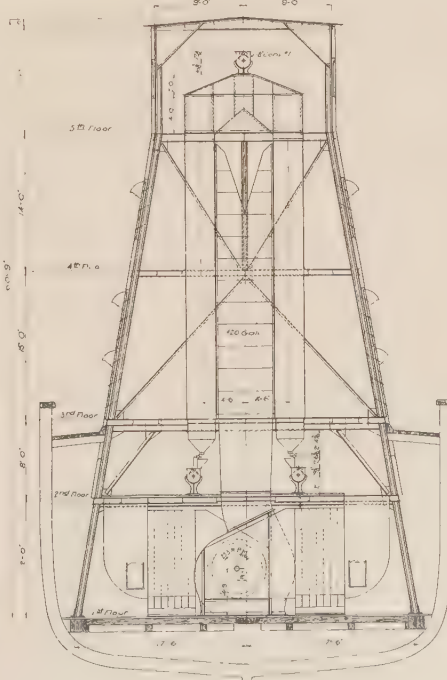
The Northwestern Telephone Co. of N. D. has taken up the campaign for good seed in the state. The company asks its subscribers if they have tested their seed corn; if not inquires if they will and furnishes a formula.

Prof. R. K. Bliss, the successor of Prof. Holden as Supt. of Extension in Iowa, is covering the Burlington system over the state in the interest of corn germination and will carry a like campaign over the other lines in the state.

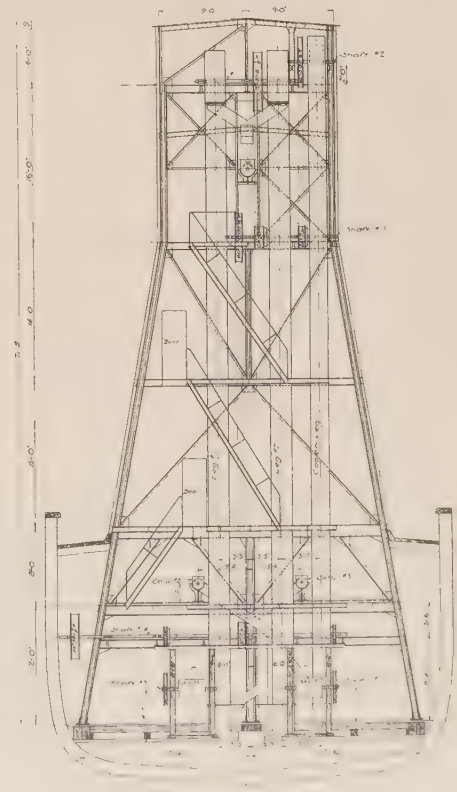
The Bureau of the Barley and Hop Industry has been formed by the Crop Improvement Committee of the Council of Exchanges, U. S. Brewers Ass'n, U. S. Brewmasters Ass'n and the Barley and Hop Exposition of 1912. A new bulletin on "How to Grow Brewing Barley" has been gotten out and will be followed by three or four others during the growing season. The coming show will be held in Chicago, probably in October, and \$1,500 has been contributed for prizes with the provision that others contribute a like sum. The grain exchanges are represented in the Bureau by Bert Ball.



SECTION A-A  
Dec 1913



SECTION B-B



SECTION C-C

Cross Sections of Grain Drier on Steamer "Helena" at Chicago.



# Seeds

Clover in fair condition.—W. H. Weaver, sec'y Weaver Bros. & Co., Crestline, O.

Mott, N. D.—The Mott Pure Seed Co. has been formed. George Kline is president and F. E. Orr secretary-treasurer.

Leesburg, Ind.—Part of the clover is frozen out, but there will be a fair stand.—Wm. Baugher, of Leesburg Grain & Milling Co.

The North Dakota Improved Seed Growers Ass'n has been formed. Walter Reed, of Amenia, is president and W. R. Porter, of Fargo, sec'y-treas.

Sidney, O.—Clover stood winter fairly well; 80% in good condition; only 20% of meadows in timothy.—Fred J. Russell, mgr. Farmers Grain & Mlg. Co.

Clover is said to have been damaged by ice and cold weather. We think the damage is mostly on lowlands; and we believe the damage is overestimated.—J. A. Smith of S. W. Flower & Co.

Peoria received 210,000 lbs. of seed and shipped 90,000 lbs. during March; compared with 240,000 lbs. received and 150,000 lbs. shipped in March, 1911.—John R. Lofgren, sec'y Board of Trade.

L. L. Runkel, W. A. Hottensen, S. G. Courten, L. Teweles and G. C. Holstein have been appointed as the Arbitration of Grass and Clover Seed Com'te of the Milwaukee Chamber of Commerce.

Duluth received 275,544 bus. of flaxseed and shipped 237,605 bus. during March; compared with 36,778 bus. received and 25,913 bus. shipped in March, 1911.—Chas. E. MacDonald, sec'y Board of Trade.

Minneapolis received 397,460 bus. of flaxseed and shipped 110,040 bus. during March; compared with 231,630 bus. received and 34,590 bus. shipped in March, 1911.—John G. McHugh, sec'y Chamber of Commerce.

Farmers in Wood County, Ohio, report most of the clover badly winter killed and most of the alfalfa will be plowed up. In certain localities clover was damaged by drought and wheat sowed in its place.—W. R. Hadnett, Crumbaugh, Kuehn & Co.

Waterloo, Neb.—J. C. Robinson of the Robinson Seed Co., successors to the Rocky Ford Seed Growers Ass'n at Rocky Ford, Colo., has bot the warehouse recently occupied by the Union Trading Co. and will remodel it to fit the requirements of the seed business.

A trade mark for poultry feed has been granted by the U. S. Patent Office to the Rudy-Patrick Seed Co., of Kansas City, Mo. The design consists of the word "Royal" written in heavy script with an extra heavy flourish from the final letter extending backward underneath the entire word.

"Supplementary Pasture Crops" is a 16-page pamphlet by M. L. Fisher and F. G. King and contains interesting sections on rape, cow-peas, soy beans, Canadian field peas, rye, oats, vetch, crimson clover, root crops, sorghum and pumpkins. Circular No. 35. Purdue University Agri. Exp. Sta., La Fayette, Ind.

Gov. Hadley of Missouri has called upon the State Board of Agri. to supply the flooded farmers of Southeastern Missouri with seed grain. Most of the farmers suffered much loss and many, especial-

ly the small farmers, are unable to buy seed. While the money for the purpose will have to come thru the Red Cross Society, the State Board of Agri. will assist them in seeing that seed of the proper kind is provided.

It has many times been proved that light weight seeds, no matter what the cause, are of less value for cropping than seeds of the same pedigree which are graded to the heaviest specific weight. It is the specific weight which counts, for it has been proved that small seeds or grain of heavy specific gravity have a greater producing power than large grains of light specific weight, even tho the latter are of greater total individual weight.—H. L. Bolley, Botanist North Dakota Agri. College.

New timothy and new alsike are being traded in at Toledo. The trade is not large, but increasing. September timothy and August alsike are the favorites. Bulls are looking for trouble and thinking of recent prices. Bears are large dealers who are hoping for larger crops and normal prices. In red clover October and December are the active months. They sell at about the same price. By dividing the trade it prevents congestion and keeps the markets in a more natural condition.—C. A. King & Co.

Foreigners prevented clover seed from reaching famine prices. Early advances on this side attracted so much foreign seed that farmers have been able to supply their wants at reasonable prices. The amount which will be carried over will be small, mostly some undesirable foreign seed in the East. Toledo and western markets have very small stocks. Country dealers and farmers have none of consequence. Some foreign jags may continue to come. April liquidation will make the price in the near future. Open trades are small and market will be sensitive.—C. A. King & Co.

Chicago received during the week ending Apr. 20, 8,100 lbs. of timothy seed, 75,500 lbs. of clover seed, 258,000 lbs. of other grass seeds and 17,300 bus. of flaxseed; compared with 89,000 lbs. of timothy seed, 83,600 lbs. of clover seed, 104,800 lbs. of other grass seed and no flaxseed received in the corresponding week of 1911. Shipments for the week included 209,400 lbs. of timothy seed, 73,500 lbs. of clover seed, 320,000 lbs. of other grass seeds and 10,600 bus. of flaxseed; compared with 257,400 lbs. of timothy seed, 80,300 lbs. of clover seed, 375,500 lbs. of other grass seeds and 4,500 bus. of flaxseed shipped in the corresponding week of the previous year.

Toledo received during the week ending Apr. 20, 960 bags of clover seed, and shipped 2,880 bags; compared with 397 bags received and 2,645 bags shipped in the corresponding week of last year. Receipts for the season are 38,219 bags, shipments 45,476 bags; compared with 65,679 bags received and 68,905 bags shipped during the corresponding season of 1911. Alsike receipts for the week were 80 bags, and for the season 8,187 bags; compared with 10 bags received in the corresponding week and 10,319 bags in the corresponding season of 1911. Timothy receipts for the week were 780 bags, no shipments; compared with no receipts or shipments in the corresponding week of 1911.

Misgivings as to the germinating qualities of a car of seed corn he had sold led T. S. Rice, of Waterloo, Neb., it is alleged, to refuse to allow H. W. Buckbee, of Rockford, Ill., the purchaser, to test the same before making payment. Buck-

bee, unwilling to take chances, has instituted an attachment suit on \$1,700 which Rice has to his credit in a Rockford bank. The car had been shipped with draft attached to Bs/L and Buckbee wanted to pay after the corn had been tested. Rice would not agree to this, so Buckbee paid the draft, took the corn and then attached Rice's money in the Rockford bank. If the corn comes up to test the attachment will be withdrawn and Rice will receive his money.

Imports of seeds during the 8 months prior to Mar. 1, 1912, included 3,155,168 bus. of flaxseed and 24,655,158 lbs. of clover seed; compared with 5,921,789 bus. of flaxseed and 20,477,568 lbs. of clover seed during the similar period of 1910-11. We exported during the 8 months prior to Mar. 1, 1,535,887 lbs. of clover seed, 3,732,868 lbs. of timothy seed and 658 bus. of flaxseed; compared with 3,980,733 lbs. of clover seed, 7,516,394 lbs. of timothy seed and 236 bus. of flaxseed during the similar period in 1910-11. We re-exported 21,919 bus. of flaxseed and 128 lbs. of clover seed during the 8 months prior to Mar. 1; compared with no flaxseed and 41,900 lbs. of clover seed during the similar period in 1910-11, as reported by O. P. Austin, chief of the Bureau of Statistics.

Damages for delivery of seed of inferior quality will probably be awarded W. D. Malone in his suit against H. G. Hastings, the United States Circuit Court of Appeals on Feb. 6 having reversed the decision of the Texas District Court, which was in favor of defendant. Malone bot onion seed for his farm in Hays County, Tex., of Hastings, wholesale seed dealer and grower of Atlanta, Ga., and alleges he obtained only \$1,000 from the crop which should have produced \$18,750. The court held that under a contract requiring delivery of the best quality, the petition was sufficient to entitle the buyer to recover damages based on the probable ultimate value of the crop, had the seed complied with the contract, where it alleged that the sellers knew when they furnished the seed that it was to be used on the buyer's farm, and of the loss likely to ensue through defective seed, and that crops grown on adjoining lands from the kind of seed which the sellers agreed to furnish, under identical conditions of season, climate, cultivation, and irrigation, yielded 30,000 pounds to the acre.

## From the Seed Trade.

Defiance, O.—Wheat and timothy have been completely frozen out. Farmers are plowing up their wheat and clover fields to sow oats. The 1911 alsyke crop was about the same as that of the previous year. Double crop of timothy seed, half a crop of clover.—Defiance Iron & Steel Co.

Sedgwick, Kan.—The acreage of alfalfa will be increased 5 per cent this year. The 1911 crop of alfalfa seed was 50 per cent above the normal. About 15 per cent still remains in the country. We are installing a No. 3 Monitor Seed Cleaner in our elvtr. at Sedgwick and will ship 20,000 bus. of yellow corn from our elvtr. at Bentley within the next few days.—A. E. Barkmeyer.

Malvern, Ia.—The outlook for seed crops, especially timothy, clover and alsike is very poor indeed, as few succeeded in getting a stand of these crops last year. No seed whatever was carried over in the farmers hands, but the usual acreage has been sown this spring and with favorable conditions our seed crops shud



reach their usual proportions in another year. A large acreage of oats is being sown, but no spring wheat whatever has been put in and the fall wheat has been badly damaged by the persistent drouth.—J. F. Summers, of Summers Seed House.

Louisville, Ky.—The demand for clover and grass seed in February and March was much lighter than during the same months in 1911. April has been much heavier. Little field seed of any kind is in surplus in this market, as dealers have cleaned up stocks pretty well. We have some orchard grass seed to carry and have on hand a good fair stock of cow peas. We anticipate heavy demand for all kinds of summer forage crops, such as cow peas, millet, soy beans, sorghum, etc., as owing to the general high prices being paid for feed stuffs they will be largely sown. Seed corn is very scarce in all sections, but we have fair stocks of fodder corn, showing 75% to 80% germination. The outlook for growing crops of orchard grass and Kentucky blue grass is promising, but the acreage of orchard grass is not as large as in previous years. Some of the young alfalfa fields are spotty, but there should be a fair average crop. Blue grass, also, is two weeks late, but looks green and frisky at this time.—Woods, Stubbs & Co.

### Report on Adulteration and Misbranding of Seeds.

Adulteration and misbranding of seeds offered for sale in 1911 is discussed in a pamphlet by B. T. Galloway, chief of the Bureau of Plant Industry and issued April 6 as Circular No. 39 by the U. S. Dept. of Agri., which gives the names and addresses of dealers offering impure and misrepresented seeds to the public and the number and percentage of samples which were found to be either impure or misrepresented.

Samples of seed numbering 1,548 were analyzed in 1911 by E. Brown, Botanist in Charge of the U. S. Seed Laboratory. Of these 250 were found to be adulterated or misbranded. Of 305 samples of orchard grass seed 28 were adulterated with seed of meadow fescue, rye-grass or other seeds. Of 510 samples of red clover none were adulterated or misbranded. Of 430 samples of seed of Kentucky blue grass, 35 were found to be wholly or in part seed of Canada blue grass, timothy, redbud, or bent grass.

Of 303 samples of hairy vetch or sand vetch seed, 187, or 62 per cent, were adulterated or misbranded. Five samples contained no hairy vetch seed, being cultivated forms of spring vetch, and the others contained varying amounts of spring vetch and other vetches.

While most of the hairy vetch seed used in the United States is imported, an examination of the seed producing region of northern Germany and the Baltic provinces of Russia indicates that the seed of hairy vetch is not harvested with the seed of the cultivated forms of spring vetch.

Hairy vetch seed was collected for the first time in 1911 and the proportion of adulterated or misbranded samples was greater than was the case when either orchard grass, Kentucky blue grass, redbud, alfalfa, or red clover was collected for the first time. Of the vetch seed in the purchased bulks reported in this circular only 55.9 per cent was hairy vetch seed capable of germination. This is a comparatively new crop adapted to use over a large part of the United States and under many conditions it is the best leguminous winter cover crop known. It is

unfortunate that the more general use of this plant should be restricted not only by the high price of the seed but by the fact that it is adulterated and of low vitality.

During the eight years since this work was authorized the names of 370 dealers who have sold or offered for sale adulterated or misbranded seeds have been published. Of these 1 has been published five different years; 4 have been published four years; 23, three years, and 84, two years.

### BILL TO PROHIBIT IMPORTS of Adulterated Seed.

James R. Mann, of Illinois, has introduced in the House of Representatives, a bill, H. R. 22340, to prohibit the admission into the United States of adulterated seeds.

This legislation is the outcome of several conferences between members of the American Seed Trade Ass'n, Wholesale Grass Seed Dealers Ass'n and hearings before the Com'ite on Interstate and Foreign Commerce, at which all interests were represented, including the American Ass'n of Seed Analysts and the U. S. Dept. of Agriculture.

H. R. 22340 is not as comprehensive a measure as some of those interested wish to have enacted; but there is practically no opposition to the bill, as far as it goes. Its provisions follow:

From and after six months after the passage of this Act the importation into the United States of seeds of alfalfa, barley, Canadian blue grass, Kentucky blue grass, awnless brome grass, buckwheat, clover, field corn, kafir corn, meadow fescue, flax, millet, oats, orchard grass, rape, redbud, rye, sorghum, timothy, and wheat, or mixtures of seeds containing any of such seeds as one of the principal component parts, which are adulterated or unfit for seeding purposes under the terms of this Act, is hereby prohibited; and the Sec'y of the Treasury and the Sec'y of Agriculture shall, jointly or severally, make such rules and regulations as will prevent the importation of such seeds into the United States: Provided, however, That such seed may be delivered to the owner or consignee thereof under bond, to be re-cleaned in accordance with and subject to such regulations as the Secretary of the Treasury may prescribe, and when cleaned to the standard of purity specified in this Act for admission into the United States such seed may be released to the owner or consignee thereof after the screenings and other refuse removed from such seed shall have been disposed of in a manner prescribed by the Sec'y of Agriculture: Provided further, That this Act shall not apply to the importation of barley, buckwheat, field corn, kafir corn, sorghum, flax, oats, rye, or wheat not intended for seeding purposes.

Sec. 2. That seed shall be considered adulterated within the meaning of this Act—

First. When seed of red clover contains more than 3% by weight of seed of yellow trefoil, or any other seed of similar appearance to and of lower market value than seed of red clover.

Second. When seed of alfalfa contains more than 3% by weight of seed of yellow trefoil, burr clover and sweet clover, singly or combined.

Third. When any kind or variety of seeds, or any mixture described in section one of this Act, contains more than 5% by weight of seed of another kind or variety of lower market value and of similar appearance: Provided, That the mixture of the seed of white and alsike clover, red and alsike clover, or alsike clover and timothy, shall not be deemed an adulteration under this section.

Sec. 3. That seed shall be considered unfit for seeding purposes within the meaning of this Act—

First. When any kind or variety of clover or alfalfa seed contains more than one seed of dodder to five grams of clover or alfalfa seed, respectively.

Second. When any kind or variety of the seeds or any mixture described in section one of this Act contains more than 3% by weight of seeds of weeds.

In Report No. 499, submitted to the House April 4 by J. Harry Covington of

Maryland, for the Com'ite on Interstate and Foreign Commerce, the facts regarding mixture of foul weeds in seed imported are set forth in detail, with excerpts from letters from seed dealers, the provisions of the Canadian seed control act and extracts from the hearings before the Com'ite a year ago, in the main favorable to the proposed legislation.

The seed trade in America is conducted on a high plane of honor, many members of the trade having been established in the business for more than a generation and all striving to earn a reputation for the quality of their seeds. The dumping of refuse seed from foreign countries upon our shores is beyond their control, however, hence the necessity for this prohibitive legislation.

### Native Seed Corn.

The Nebraska Exp. Sta. has just issued Bulletin No. 126, entitled "Native Seed Corn," discussing the relation of native vegetation to climate and soil, and contrasting the "tall prairie grass" region with the "short grass" section.

As a rule, each large corn growing region has a somewhat different type of corn, the type being the result of adaptation to the peculiar climate and soil of that region.

It is a common practice among the farmers of the state to secure their seed corn from outside districts, generally from sections quite different in climate and soil and experiments have shown that this seed corn seldom yields as well as the "home" varieties, which are acclimated, tho it improves in yield each year as it becomes adapted to the soil and climate.

It is also a common custom for farmers in the western parts of the state to secure seed from the eastern sections or states, but here again experiments prove that the native western corn yields 25% more than the eastern corn. Western farmers shud not attempt to grow the deep grained types but rather the broad, shallow-grained types, with large cob.

### CONDEMN IDAHO SEED LAW.

The stringent provisions of the pure seed law passed by the Idaho legislature over a year ago, are driving some dealers out of the trade. They declare that a law which cannot be enforced without destroying an important industry is worse than no law. Far from fostering and stimulating the seed trade, which should be the purpose of every law relating to a business, the obnoxious seed statute has not had the slightest good effect, say the dealers. Many local merchants have abandoned the business in disgust, leaving the people to the tender mercies of the mail order houses.

Those in charge of the enforcement of the law take a very different view of the situation and declare that the farmers are benefiting by the strict regulations which have been clamped on the seed dealers. They report large percentages of purity tests, but also declare that many retail seed dealers have not yet taken out licenses. They promise to unearth these at an early date when the inspectors make their trips over the state. Several wholesale seed houses located outside the state, but who formerly did a large business in Idaho, refused point blank to comply with the seed law. Twelve wholesale seedsmen have applied for and received licenses under the new law.



## CROP IMPROVEMENT NOTES

North Dakota is about ready to run a small-grain special train under the direction of Prof. C. W. Dynes, in co-operation with the Better Farming Ass'n of the state.

J. Collin Vincent, of Baltimore, is sending his own money for corn posters to put out in Maryland where he has 23 counties interested in the plans of crop improvement.

To assist in the seed corn campaign, the newspapers of St. Paul, Minn., made arrangements with the telephone company to send seed corn warnings to thousands of farmers in the state by fone.

In connection with the Illinois Bankers Ass'n the Crop Improvement Com'te is planning to run a special train to the bankers group meetings early in June. Professor O. H. Benson, who is in charge of the boys and girls clubs for the U. S. Bureau of Plant Industry, will be among the speakers on the train.

Rosenbaum Bros. are sending out 10,000 copies of a leaflet, "Weak Wheat, How to Help It," by Henry G. Bell, agronomist, advising growers how to save the damaged winter wheat crop. This publication is timely, being intended to aid farmers whose wheat has been injured by the severe winter.

Prof. C. W. Pugsley of the Nebraska State University College of Agri. is forming boys' and girls' corn clubs in every county of the state and the Union Stock Yards at So. Omaha have donated \$1,000 to be used as cash prizes for the boys of the state who obtain the best yield of corn from single acre plots. Boys only may compete.

The R. E. Jones Co. of Wabasha, Minn., and the Stockdale & Dietz Co. of Walcott, Ia., have begun the work of establishing barley and seed centers for their stations. Mr. Jones reports the farmers as willing to enter into the proposed agreement to grow one variety of pure barley. The 6-rowed Manchuria has been grown in that territory successfully for many years.

A campaign to induce each locality to plant a single variety of seed wheat and seed oats and to establish seed centers so that the grain in each elvtr. may be shipped free from noxious weeds has been begun by the county commissioners of both North and South Dakota. In many counties the commissioners are furnishing seed to the farmers this spring and taking a lien on the crop. In such cases thoro tests are being made to determine germinating qualities and purity.

The county commissioners of Stutsman county, N. D., have been petitioned to levy a small tax to keep up the work of the Stutsman County Better Farming Congress. Those circulating the petition say that the tax will not amount to more than 15c per quarter section and will be used to help keep a farming expert continually in the county. Whatever sum is raised will be met with an equal amount by the state organization. The passing of a recent bill giving the commissioners the right to levy a tax for the purpose of encouraging immigration when petitioned by a certain percentage of the property holders of the county is the basis for the petition, as it is declared that there is no better way to draw immigrants than by building up the farming system with the resultant large crops.

The seed corn situation in Minnesota is being handled in a vigorous manner. Eighty instructors from the high schools

of the state met recently at the state experiment farm at St. Anthony Park near St. Paul and discussed the gravity of the outlook and what could be done by the schools of the state. The station is mailing thousands of circulars giving the names of farmers who have more seed corn than they need and is urging that other farmers in a position to supply any send in their names and addresses promptly, stating the quantity they can furnish. The bankers of the state, thru the Minnesota Bankers Ass'n, are also taking an active part in the campaign. With all that can be done, however, it is not probable that the supply will come near to equaling the demand.

For some time it has been recognized by the Missouri State Board of Agriculture that the present system of farmers' institutes, where lectures on scientific farming are given for one or two days, is out of date for Missouri. Now the plan is to put in each county an agricultural expert who will give his whole time to advising farmers. These men would be paid a salary by the county getting the benefit of their services. Pettis County will try this plan first among Missouri counties. Some time ago the Pettis County court took the matter up with Sam Jordan, the "Missouri corn man," offering him an attractive salary. Mr. Jordan on Apr. 5 obtained a year's leave of absence from his farmers' institute work, and will have headquarters at Sedalia as agricultural expert for that county.

The Better Farming Ass'n of North Dakota is pushing the good work along rapidly and is gaining a foothold in almost every county. In Bottineau county 5 demonstration plots, donated by farmers in the county, have been decided upon and the farmers have made every provision for the county expert, who will strive to show them how the question of farm management can be worked out in a systematic manner. Business men of Ransom county have pledged \$5,000 for the support of the ass'n and with that amount of money expect to secure the services of an expert for a period of five years, while the Commissioners of Grand Forks county have signed a contract to provide an appropriation of \$3,000 for the better farming work. Other counties are rapidly coming into line and the year 1912 promises to be a record one for the Better Farming Ass'n.

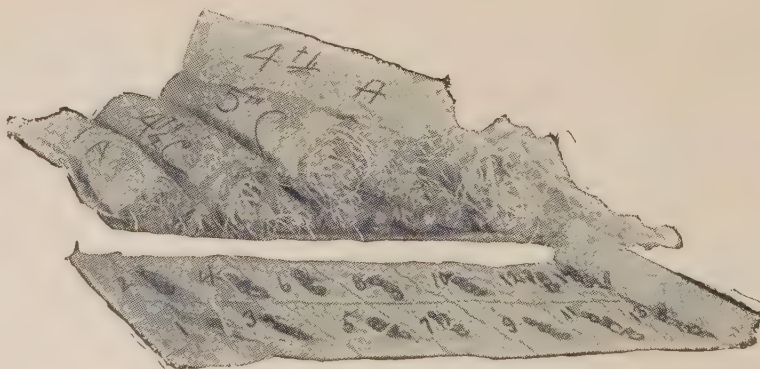
Agricultural work in Indiana has a shining example in Pulaski County, according to Prof. Christie of Purdue University. In this county the main stimulus has been the organization of a boys' corn club, which has induced many farmers to raise a better quality of corn, has created a general interest in the high schools of

the county, which now carry a regular agricultural course, and has awakened an interest in township institutes. The movement is spreading thruout the state and with many schools already planning to employ teachers of agriculture, the indication is that within the next few years every county in the state will have well-developed courses in agriculture. Prof. Christie announces that he has received notice from many farmers and teachers of agriculture all over the state that they are planning to attend the five weeks of summer school offered by Purdue University.

Grain dealers of Columbus, O., have joined in a plan to promote the intensive cultivation of corn in Franklin County and have interested the State Millers Ass'n in a like plan to promote the cultivation of wheat. The state board of agri. started the plan of awarding the boy in each county, who grows the most corn on a single acre, a free trip to Washington. J. W. McCord, sec'y of the Ohio Grain Dealers Ass'n, supported by 15 grain dealers of Columbus, has pledged at least one trip for Franklin county, and has charge of the details of the contest, which will be limited to boys not over 20 years old on Jan. 1, 1912. The county commissioners will supervise the judging, appointing two judges in each township where corn is grown in the contest. Contestants must be registered by June 1. All expenses of the trip will be paid by the grain dealers and the sec'y of the state board will accompany the winners to Washington.

The National Crop Improvement Service, which is one of the activities of the Crop Improvement Com'te of the Council of Grain Exchanges, is one of the most vigorous and intelligent means of getting the facts before the people that has been used in the nation wide campaign for better seed corn. The National Crop Improvement Service issues weekly complete information on what is going on in the world of seed grain, as well as the latest discoveries and experiences along that line. This is furnished free in galley plates to all publications or in any other form desired at only a nominal cost. It is being offered already to 1,500 newspapers and has been used by 500 up to the present. To give an idea of the material which the service uses the following articles appeared in a recent issue of galley plates: "Buying Grain by Grade," "Premium for Fancy Grain," "What An Increased Yield of Ten Bushels to An Acre Means to the State of Illinois," "Four Good Corn Rules," "Alfalfa Growing, Time to Sow and Preparing Seed Bed, Selecting Best Seed," "Money in Barley," "Speculation Always Imposes

The Rag Doll Tester.



For Description See Facing Page.

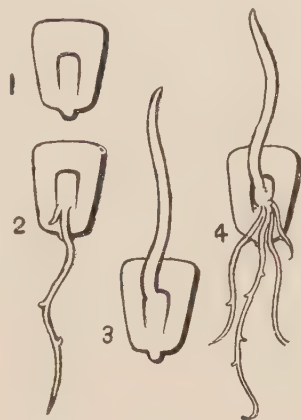


Ownership," "Federal Aid in Agriculture," "Elevators Pay Graded Price," (showing the importance of grain buyers paying a premium for select grain). Numerous other articles appear, all well written and of peculiar interest to readers of country newspapers. The editorial com'ite consists of extension superintendents or agronomists of each of the states and includes such men as Holden of Iowa, Christie of Indiana, Moore of Wisconsin, Miller of Missouri, Jardine of Kansas, Pugsley of Nebraska, Graham of Ohio, Shoesmith of Michigan, Harris of Utah, Duncan of Alabama, Bolley of North Dakota and many others.

Senator Page has introduced a bill in the Senate, S 3, providing for co-operation with the states in encouraging instruction in agriculture, the trades and industries and home economics in secondary schools, in preparing teachers for these vocational courses in state colleges and in maintaining extension departments. For the maintenance of instruction in the trades and industries, home economics and agriculture in the public schools of secondary grade the bill appropriates \$5,000,000 to be allotted in proportion to the school population between the ages of 5 and 20. For instruction in district agricultural schools of secondary grades, \$4,000,000. For branch stations at the agricultural high schools \$1,000,000. For instruction in trades and industries and agriculture to persons not resident at the colleges or schools, \$500,000 for the fiscal year ending June 30, and several million dollars for the following years, increasing to \$2,400,000 for the year ending June 30, 1921. The foregoing contributions will be made to states expending a like sum. Sec. 2 provides that each state to secure the benefits of this act shall divide the territory into districts, the total number of such districts to be not less than one for each 15 counties, not more than one for each five counties, in connection with which are to be the secondary schools and the branch stations.

## THE RAG DOLL SEED CORN Test.

The "rag-baby" test is playing a valiant part this year in warning over-confident farmers of the danger they may be running in planting weak or dead seed corn, which looks good to the eye, but which will not germinate. The "rag-baby" test, as energetically introduced by Bert Ball, sec'y of the Crop Improvement Com'ite,



Germinated Corn.

has been extensively used in many districts and in the present year of suspicious seed corn has caught many a farmer by the coat-tails just as he was about to slip over the precipice of corn crop failure by having sown dead seed.

The test is so simple that a child can operate it, and this fact has been turned into a great asset by Mr. Ball, who in many school districts has set the children to work on a competitive basis to test the seed corn of the farmers in the surrounding country. That many acres will sprout corn this year which would have remained barren without the pre-seed-time prophe-

cy of the "rag-baby" test is a fact which none realize better than the experts who have made the subject a life study.

The "rag-baby" test is conducted in the following manner: A few yards of sheeting of good quality shud be torn into strips 8 ins. wide and from 3 to 5 ft. long. If it is planned to use the strips a number of times the edges shud be hemmed, as otherwise the ravelings sometimes disarrange the kernels in unrolling.

A line shud be drawn with a heavy pencil down the middle of each strip, lengthwise. Cross lines shud then be drawn at right angles to the first and the strip shud be divided into squares about 3 ins. wide, as shown in the accompanying illustration. The squares shud be numbered, also, as shown in the illustration. One of the strips shud be wet thoroly and stretched out in front of the ears to be tested. Then 6 kernels shud be taken from ear No. 1 and placed in square No. 1, and 6 kernels from ear No. 2 in square No. 2, and so on.

When all spaces on the cloth have been filled the person conducting the test shud fold over the sides and roll it up, beginning at either end. If the cloth is well moistened the kernels will not become displaced. When the cloth has been rolled a string shud be tied around each end rather loosely. A rubber band is better still. This shud be numbered roll No. 1. Roll No. 2 shud be made up in the same way. As many rolls may be used as are necessary to contain the corn which one has to test. From 20 to 30 ears can be tested in each roll, depending upon the number of squares.

After the rolls have been filled they shud be placed in a bucket or tub of water where they may remain from 2 to 18 hours, depending upon the preference of the operator. At the end of this time the water shud be poured off and the bucket or tub turned upside down over the rolls. A common dry goods box will answer for this purpose. A couple of small pieces of wood shud be placed under the rolls and one edge of the pail shud be lifted from 1/2 to 1 inch in order to give ventilation.

Each roll should be protected by a damp gunny sack to keep from drying out. The corn should be thoroly moist, but not so wet that the seed will be smothered. The corn shud not be chilled, but kept at a temperature of about 70 degrees. At the end of five days the kernel shud be ready to read.

Depending upon the arrangement of the ears, the operator shud select first either roll No. 1 or the last roll filled. This cloth will be unrolled in front of the ears represented. The operator shud then examine all 6 kernels carefully. Where all six kernels are not strong in germination the ear shud be thrown away.

In scoring, the kernels fall into four classes, as shown in the engraving herewith. No. 1 is dead. No. 2 is weak, having rootlets only. No. 3 is weak, having sprout only. No. 4 is strong, having both sprout and rootlets.

In the engraving are shown a "rag baby" with kernels placed, and another unrolled, Bert Ball, who has been actively introducing the test, examining the germinated kernels, in his office at the Board of Trade, Chicago.

The above specific instructions for conducting the test are taken from Circular No. 1 by H. D. Hughes of the Iowa Exp. Sta., Ames, Ia.



Bert Ball Applying the Rag Baby Test to Seed Corn.

The Rio de Janeiro Flour Mill & Granaries (Ltd.), of Rio de Janeiro, Mexico, will build steel tanks with a capacity of 11,000 bus., to be used in storing wheat.



# Grain Trade News

## ARKANSAS.

Little Rock, Ark.—Dan Daniel has been reappointed grain inspector and chief weighmaster of the Board of Trade by Pres. Chas. S. Stiff.

Little Rock, Ark.—The state is suing the St. L. I. M. & S. Ry. to prevent the road from leasing an elvtr. of the Munn Corn Products Co., on the ground that the leasing of the elvtr. would be in violation of the latter's charter.

## CALIFORNIA.

San Francisco, Cal.—The De Pue Warehouse Co., incorporated; capital stock, \$100,000; directors, E. J. De Pue, W. E. Hatch, E. H. Bene and J. W. Souther. The company will buy and sell grain and other produce in Butte County, but will make this city its headquarters.

## CANADA.

Toronto, Ont.—Henry Sloane, mgr. of the Canada Grain Co., died suddenly last week. He was prominent in the grain trade of the province.

Fort William, Ont.—The C. P. Ry. will build a cleaning elvtr. with a storage capacity of 1,000,000 bus. David Horn & Co. has the contract.

Calgary, Alta.—Excavations have been begun by James Stewart & Co. for the concrete elvtr. and malt house they are erecting for the Canada Malting Co.

Winnipeg, Man.—The Saskatchewan Elvtr. Co. incorporated; \$250,000 capital stock; to build a line of elvtrs., with this point as headquarters. Hugh Phillips is a director.

Port Arthur, Ont.—The improvements being made on Elvtr. D. of the Canadian Pacific Ry. by the Barnett & McQueen Co., Ltd., will include an increased capacity of 1,600,000 bus. and will cost \$400,000.

Ottawa, Ont.—W. D. Staples, member of parliament from Macdonald, Man., is slated for a place on the grain commission to be appointed as a result of the passage of the new Canada grain act, according to an announcement by his friends.

Winnipeg, Ont.—The Canadian Pacific Ry. will build a 2,000,000-bu. elvtr. here to unload cars from the west rather than force them to continue to distant lake ports, thus relieving the constant car shortage. The new elvtr., which will be erected in the terminal yards of the company, will have 100 miles of trackage.

Winnipeg, Man.—Members of the Canadian grain commission, who are said to have been selected by the government to administer the new grain act, are Prof. R. McGill, of Dalhousie University, Nova Scotia, chairman; Frank E. Gibbs, chief grain inspector at Winnipeg and C. C. Castle, Dominion warehouse commissioner, also at Winnipeg.

Winnipeg, Man.—The total elvtr. capacity in Manitoba is 21,783,000 bus., in Saskatchewan, 26,295,000 bus., in Alberta, 8,881,500 bus., giving a total for the three provinces of 56,959,500 bus., according to the fourth edition of the elvtr. map, which has just been issued by the Sup't of Railway Land, Dep't of the Interior, Ottawa, Ont. The map shows in detail the elvtr. capacity at each station on the several different railroads. The name and the figures of each station appear in a different color for each railroad system, in order that the exact location of any station may be readily ascertained. Interested persons can secure copies of this map free by writing for them.

Toronto, Ont.—Protest against marine insurance rates has been made by vessel owners in Canada with such vigor that the government is considering going into the business itself in order that lower rates may be possible. In the complaint it is alleged that despite the many improvements made with public money in recent years in the St. Lawrence River hull insurance rates remain the same. The vessel owners claim that the Canadian route is being discriminated against. Unless rates are speedily reduced, declares the Minister of Marine and Fisheries, a Canadian Lloyd will be established.

Montreal, Que.—Continued opposition to the increased rates on grain storage will be waged by local grain exporters and dealers. The Harbor Commission announces that they will go into effect April 15. A com'te which is expected to include practically all the grain exporters and dealers will once more interview the members of the Commission in an endeavor to bring about a modification of the rates. They claim that their business is ruined if the new rates go into effect, as all the grain will go to the ports on the U. S. seaboard, where in addition to lower storage charges, shippers have the advantage of insurance.

Vancouver, B. C.—The British Columbia Corn Exchange will be established in anticipation of the rise of this city as a grain center incident to the opening of the Panama Canal in 1913. H. S. Paterson, a member of the Chicago Board of Trade and the Winnipeg Grain Exchange, who is interested in the enterprise, has already disposed of nearly 50 seats and has secured a charter from the government. He declares that farseeing grain dealers are not slow in taking steps to be in on the ground floor when the new boom strikes here, which is sure to happen when the canal opens and certain lines of railroad now under construction are completed, thus linking up the coast to the prairie wheat fields.

Ottawa, Ont.—The recent session of the Canadian Parliament voted \$1,500,000 into the Dominion estimates to buy or lease elvtrs. at upper lake ports for use as public terminals. Western farmers have long been demanding independent facilities there and if the experiment proves successful the application of government ownership will be extended. The government is also taking steps to anticipate any possible development of the grain traffic at Vancouver and will immediately check the growth of vested interests which might become so powerful as to fight government ownership at a later date. The opening of the Panama Canal is sure to boom Vancouver as a grain port and the government wants to establish the principle of government ownership at that point in the beginning.

Ottawa, Ont.—The new Canadian grain bill, with amendments, has passed both houses of the Dominion Parliament. The trade was successful in getting the bill changed to suit its requirements. The clause providing for sample markets at Winnipeg and other western points was killed. The commission which is to administer the grain act will have no power to suspend the car rotation rule. Both of these favorable modifications were put thru by the Senate. The much desired amendment relieving the shipper from liability for storage charges where a shipment has not been moved owing to failure of the railroad to furnish cars did not get thru. Some shippers claim as a reason that the railroads were too strong in the lobby. The new grain act, while not all that could be desired, has been fairly well received by the trade.

## COLORADO.

Denver, Colo.—Grain men met Mar. 22 and decided to organize a grain exchange to be operated in conjunction with the Grain Dealers Ass'n. It will be incorporated with a capital stock of \$10,000.

Holly, Colo.—The Colorado Mlg. Co., of Denver, will build a 75,000-bu. reinforced concrete elvtr., which will do a transferring and cleaning business. Finton Constr. Co. has the contract. The Colorado Mlg. Co. will erect reinforced concrete elvtrs. of large capacity at three different points in Idaho.

## IDAHO.

St. Anthony, Ida.—John W. Miller, member of the firm of Miller Bros., and the first man to buy grain in this county, died suddenly Mar. 27. He was a typical pioneer and had developed what was at first a small business into the present prosperous concern, which operates 4 elvtrs. and 8 purchasing stations, by the use of progressive business methods and untiring endeavor. Coming to Idaho 15 years ago from Tennessee, he stopped first at Idaho Falls, then located on lands in Fremont County. When the Oregon Short Line came thru he moved to St. Anthony and with his brother entered the grain business, in which he has since been engaged.

Boise, Ida.—Idaho grain men who buy grain at elvtrs. as a business are required to pay a license of \$5 annually for each storage house. This has given rise to the question: What constitutes a warehouse that would fall under this law? Hon. D. C. McDougall, attorney-general of the state, after construing the statute, says: Any warehouse situated on the right-of-way of any railroad or adjacent thereto is a public warehouse, as defined in the statute. The proviso does not define a private warehouse, but simply states that a private warehouse or elvtr. used solely for private storage is not included in the act.

## ILLINOIS.

Gridley, Ill.—We have installed automatic scales.—Boies & Castle.

Bates, Ill.—David Evans has become mgr. of the elvtr. of the Central Illinois Grain Co.

Bushnell, Ill.—George L. Long has added grain dumps and scales and improved the driveway of his elvtr.

Van Orin, Ill.—A farmers' elvtr. has been organized here and will either buy or build an elvtr.—H. H. Palmer.

Bradford, Ill.—I bot the grain and coal business of James Bros. and took possession Apr. 15.—D. M. Stauffer.

Sandwich, Ill.—The recently organized Farmers Elvtr. Co. is trying to buy the house of Bartlett, Frazier & Co.

Crescent City, Ill.—John P. Sterrenburg has bot the interest of W. H. Boughton, of the firm of Harlan & Boughton.

Princeton, Ill.—I am mgr. of the Green Oak Farmers Elvtr. Co., which was bot of the Neola Elvtr. Co.—Wm. Kitzmiller, formerly of Lake City, Ia.

Kewanee, Ill.—Robert Otley has bot the interest of John May in the firm of May & Martin. Mr. May will in the future devote his time entirely to stock buying.

Avon, Ill.—G. H. Yeoman and John McGarraugh, who recently bot the elvtr. formerly owned by George S. Dole, of Chicago, for \$6,100, will take possession July 1.

Prairie Center sta., Troy Grove p. o., Ill.—The Triumph Grain & Supply Co. will build an elvtr. on the line of the proposed LaSalle County Electric Road, which will be completed in time to handle grain next fall.

Peoria, Ill.—J. C. Luke, mgr. for Ware & Leland, C. W. Greunsfelder, of the Cereal Food Co., and E. W. Wilson, a distiller of Pekin, Ill., have made application for membership in the Peoria Board of Trade.—John R. Lofgren, sec'y Peoria Board of Trade.



Standard sta., Taft p. o., Ill.—Farmers Elvtr. Co. of Standard, incorporated; capital stock, \$5,000; incorporators, Fred A. Mudge, Theodore Naumann and Edwin J. Olson.

Joy Prairie sta., Concord p. o., Ill.—The recently incorporated Joy Prairie Farmers Elvtr. Co. will build an elvtr. Preliminary to that move the directors have obtained an option on a site.

Peoria, Ill.—Henry Lawson, an employee of the Smith-Hippen Grain Co., was drowned in the Illinois River Mar. 21. He slipped from the icy runway of one of the barges lying near the elvtr.

Latham, Ill.—Kirby & Maus is the name of a grain brokerage firm recently organized by A. M. Kirby and H. F. Maus. Mr. Maus formerly handled the account of H. Verhoeff & Co., of Louisville, Ky.

Smithshire, Ill.—We have bot the elvtr. of W. W. Hickman. Mr. O. E. Shonts, who has been agent for the Santa Fe for 15 years, has bot a half interest and will manage the business.—The Davis Grain Co.

Farmington, Ill.—We will excavate for foundation of elvtr. next week, to be erected on our own ground along the M. & St. L. R. R. We will install an electric motor to operate the machinery.—W. I. Jackson, mgr. Farmington Lumber & Grain Co.

Tampico, Ill.—The officers of the recently organized Tampico Farmers Elvtr. Co. are F. A. Brewar, pres.; J. S. Johnson, sec'y.; Art Aldrich, treas.; directors, Owen Graham, Levi Lutyens, U. O. Rosene, J. L. Weigell, Joe Lauff and A. L. Wheelock.—J. S. Johnson.

Mazon, Ill.—No elvtrs. in our vicinity were damaged by the cyclone Sunday, Apr. 21, but many corn cribs on the farms were unroofed. Many oats bins were also unroofed, and in some cases the contents were drawn out by the suction of the wind. Corn in cribs was not damaged.—H. C. Daggett, mgr. of the Mazon Farmers Elvtr. Co.

Reddick, Ill.—The cyclone of Apr. 21 wrecked the elvtr. of the Bartlett-Frazier Co. on the C. I. & S. Ry. The office was entirely carried away and the house so badly demolished that it will have to be rebuilt. The top half was blown completely clear of the remainder. Fortunately it was Sunday and nobody was at work inside.—M. R. Walsh, Campus.

Winchester, Ill.—Work has been started by Geo. H. Sathoff on the 40,000-bu. cribbed elvtr. being erected by the Farmers Elvtr. Co., which will consist of a plant 36x38x55 ft. high surmounted by a cupola 36x20x30 ft. high. The equipment will include a cleaner, sheller, 2 stands of elvtr. legs, 7x14 cups, 3 dumps, manlift and other up-to-date machinery. The entire plant will be covered with galvanized iron.

Harris, Ill.—The recently incorporated Harris Grain Co. has bot the plant and business of Hallowell & Bro. and will handle grain, coal and feed. Hallowell & Bro. have retired from the grain business except that J. J. Hallowell is at present mgr. for the new firm. Officers are C. O. Gillespie, pres.; J. C. Smith, vice-pres., and R. E. Howe, sec'y-treas.—J. J. Hallowell, mgr. of Harris Grain Co.

Utica, Ill.—We have organized but are not yet ready to open for business. We expect to buy one of the elvtrs. located here. Have not yet hired a mgr. Officers are: O. M. Esmond, pres., Eli J. Crosner, vice-pres., A. O. Esmond, sec'y, Geo. M. Reynolds, treas., writes A. O. Esmond, sec'y Utica Elvtr. Co. Later the company took possession of the elvtr. formerly operated by Van R. St. John.

Champaign, Ill.—The Cleveland Grain Co. is erecting a 250,000-bu. elvtr. on the site of its former wooden house, which has been torn down. The new elvtr. will have a concrete foundation and be fireproof. Everything will be made modern. In addition to the house there will be eight storage tanks with a capacity of 25,000 bus. each. The John S. Metcalf Co., which has the contract, hopes to have the structure ready to receive oats in July.

Peoria, Ill.—Three memberships in the Board of Trade have been declared forfeited because of non-payment of dues. They were those of W. R. Cockle, Peoria; L. S. Hoyt, Chicago; Amel Kellar, Fairbury.

Tuscola, Ill.—Charles Ruple, of Benoit, Miss., has bot the elvtr. of Jake Woolford for \$10,500 and will take possession at once. The deal was managed for the seller by J. C. Roe, of Haynes, who has been running the plant for the past few months. Mr. Ruple is a wealthy, thoro business man, who made a small fortune a few years ago in the grain business at Chestnut and other points in Logan County. He went south to look after a 1,000 acre plantation which he owns near Benoit, Miss., but will in the future make his home in either Tuscola or Arcola.

Peoria, Ill.—Receipts of grain at Peoria during March included 65,000 bus. of wheat, 1,492,568 of corn, 735,122 of oats, 231,779 of barley and 28,800 bus. of rye; compared with 50,366 bus. of wheat, 1,689,637 of corn, 456,850 of oats, 159,032 of barley and 15,400 bus. of rye during March, 1911. Shipments for the month included 73,000 bus. of wheat, 1,312,604 of corn, 1,233,774 of oats, 75,178 of barley and 13,164 bus. of rye; compared with 27,000 bus. of wheat, 1,391,862 of corn, 579,894 of oats, 106,808 of barley and 3,272 bus. of rye shipped during March 1911.—John R. Lofgren, sec'y Board of Trade.

Alexis, Ill.—The Neola Elvtr. Co., of Chicago, is suing Carl Ottson, a farmer, for \$200 damages, on a breach of contract charge. The company alleges that Ottson failed to deliver the full amount of 1,000 bus. of corn at 40c per bu. at the company's elvtr. as agreed between him and the company in January, 1911, that he delivered, in fact, only 543 bus., for which the company paid him \$250, which it further alleges was \$40 more than was coming to him. Now the company, after warning Ottson several times that he must either deliver the full amount called for in the contract or make good with a cash equivalent, is suing him for the balance of the corn at 60c per bu., or in all \$314.20.

Watseka, Ill.—The Farmers Grain Co. will soon have a new cribbed elvtr., according to the plans of Geo. A. Sathoff, who has the contract for the work, and is now wrecking the old elvtr. at that point. The new structure will be 32x40x45 ft. high, with a cupola 20x32x30 ft. high. Attached to the elvtr. is a 5,000-bu. ear corn crib, which gives the plant a total capacity of 40,000 bus. The machinery will include a cleaner and sheller, 3 stands of elvtr. legs, 7x15 cups, 3 dumps and a manlift. Two electric motors will furnish the power. One of 20-h. p. will be placed in the cupola to operate the elvtr. legs and cleaner and the other in the basement to operate sheller and chain drag feed and ear corn leg. The foundation and the entire floor of the basement will be of concrete construction.

## CHICAGO NOTES.

J. A. Edwards & Co. moved Apr. 24 into larger offices in the new Insurance Exchange Bldg.

Charles Sincere & Co. will move Apr. 20 into larger quarters in the new Insurance Exchange Bldg.

Stanley Morrill, formerly with Hathaway, Smith, Folds & Co., is now associated with Logan & Bryan.

C. L. Dougherty has just returned from a ten weeks' trip to the Philippine and Hawaiian Islands.

Harold Zeiss & Co. have succeeded Alcock & Zeiss, who dissolved partnership after being in business three months.

Faries Sweet Scented Starch Co., incorporated; capital stock, \$5,000; will manufacture and deal in starch and other articles.

Thomas M. Baxter, founder of the Open Board of Trade and for 45 years active in the commission business in this city, fell dead Apr. 9 from apoplexy. He was a member and at one time a director of the Chicago Board of Trade.

Board of Trade membership tickets were issued Apr. 23 on the payment of the first installment of annual dues, which amounted to \$37.50.

Lamson Bros. & Co. have issued a notice that they will refuse to accept any transfers of trade after 12:30 p. m., on account of press of business.

The Chicago Board of Trade Club held a dinner at the Chicago Athletic Club on the night of Apr. 16. The 60 members in attendance afterwards formed a theater party.

The \$50,000 loss of the B. A. Eckhart Milling Co., the grain cleaning dep't of whose plant burned Mar. 26, has been adjusted by the insurance companies. Little damage was done to grain.

Frederick A. Small, for 25 years a member of the Board of Trade, died at his home on the afternoon of Apr. 22 as the result of an attack of apoplexy. He is survived by a widow and one son.

Daniel P. Lacy, a former member of the Board of Trade, died at his home on Apr. 23 as the result of a stroke of paralysis. He was active in reconstructing the grain business immediately after the big fire.

The Brewers' Malting Co., which owns the plant of the Acme Malting Co., at Cragin, has let contract to the Macdonald Engineering Co. for a concrete elvtr. of 150,000 bus. capacity. It will have 24 square, hopped bins.

Vincent Smith, a grain broker, dropped dead from organic heart disease on the morning of Apr. 10 while descending the stairway leading from his apartments, a few moments after bidding good-bye to his bride of 6 months.

CHICAGO CALLERS: H. H. Palmer, Hillsdale, Ill.; C. L. Aygarn, mgr. Challenge Mfg. Co., Seneca, Ill.; P. M. Gale, of Gale Bros. Co., Cincinnati, O.; H. S. Grimes, Portsmouth, O. S. W. Strong, sec'y, Ill. Grain Dealers Ass'n, Urbana, Ill.

The Chicago Feed Dealers Ass'n held its annual banquet and election of officers at the Kuntz-Remmler restaurant recently and elected Geo. S. Blakeslee Pres. for the fifth time. Vice-pres. Jas. B. Carter; Treas. Chas. E. Walters and Sec'y B. F. Worley. About 125 members attended.—C. H. Davis.

The amendment to the Board of Trade rules that the end of the delivery period on job lots of wheat should be next to the last business day of the month instead of the last day was carried by a vote of 440 to 2. Under the new rule 1,000-bu. lots are deliverable on a contract for 5,000-bu. delivery falling on next to the last day of the month.

Grain firms and interests that will move into the new Insurance Exchange Bldg., the giant office building directly west of the Board of Trade, are Walter Fitch & Co., Chas. Sincere & Co., W. G. Press & Co., M. L. Vehon & Co., Western Elvtr. Co., Thayer & Co., Illinois State Grain Inspection Dep't and Illinois Railroad & Warehouse Commission.

The Board of Trade Weighing Dep't will take new and enlarged quarters in the Board of Trade Bldg. May 1, when it moves into the room adjoining the present offices. Chief Weighmaster H. A. Foss will have a new private office in the corner of the building and new furniture and fixtures will be added in order that the working department may have every possible facility.

Mysterious letters, sent in such a way as to convey the impression that large buying orders were in the market, have been received during the past few days by leading commission firms. The letters, which all come from St. Louis, order the purchase of from 200,000 to 500,000 bus. of wheat. In many cases the envelopes are addressed to one house while the letters inclosed are to another. Most of them are written on the stationery of the Planters Hotel and all in the same hand, altho bearing different signatures. The addresses given are Third and Pine Sts. and 114 No. Fourth St. in St. Louis. The matter has been referred to the postal authorities for investigation.



Our hay market holds firm. Receipts are running fair. The demand from outside points continues good and it looks as if this demand will continue for some time. There is little likelihood of any break in prices on account of the strong demand from either local dealers or for shipment to points outside of Chicago. Arrivals of clover hay and heavy mixed clover continue very scarce, with a good strong demand.—W. R. Mumford & Co.

C. E. Gifford & Co., one of the oldest and most conservative firms on the Board, astonished the trade Apr. 13 by posting a notice transferring their open business to Requa Bros. Later it was learned that the notice of transfer was in no way connected with financial failure, but had been caused by the manipulations of Charles Webb, a clerk, who had made trades which he had not entered on the books of the company and who had been caught 160,000 bus. short on the sudden rise of wheat on that date. The firm posted the notice of transfer merely as a means of protection while straightening out its books, which were in a badly confused state. Webb's deficiency amounts to \$10,000. He has posted his membership for transfer and has other assets which will enable him to make good a part of the loss.

C. B. Pierce, chairman of the transportation com'te of the Board of Trade, called a meeting of those interested in grain elevation allowances Apr. 22, at which suggestions were received to be conveyed to Washington by the com'te for the information of the Interstate Commerce Commission, which desires to learn what the trade desires before formulating a schedule of fixed charges for commercial services performed in railroad elevators, such as clipping, cleaning, bleaching, mixing. About 35 were present. The consensus of opinion was that railroads as an inducement to maintain elevators here for the benefit of this market should receive compensation for services; but the amount paid should just equal the actual cost. Wm. N. Eckhardt favored an explicit schedule of charges that could not be misconstrued by rate clerks in assessing freight.

Elevtr. owners and operators must sell grain to go to store on the floor of the Board of Trade, according to a report of the Violation of Rules Com'te of the Board, which met following a request of A. J. Lichtstern. The report contained the following resolution: "That it is the sense of the Violation of Rules Com'te that the words 'Chicago market only' in the second paragraph of Section 1 of Rule 21 of the rules of the Board shall be construed to mean in open competitive market on the exchange floor of the Board of Trade during Market hours and that such rule shall be construed so as to require all elevtr. owners and operators to sell upon the exchange floor of the association during market hours their grain 'to go to store' in public elevtrs. owned or controlled by them." The directors have designated the section of the floor on the southeast corner of the wheat pit as the spot where sales of grain to go to store shall be made.

The practice by a few elevator proprietors of mixing their own grain with that of the public has been attacked by Adolph J. Lichtstern with characteristic vigor. Other bull speculators in past years have accepted this reduction in the quality of their property with resignation; but Mr. Lichtstern is attempting to force compliance with the state law and the rules of the Board of Trade. Besides obtaining from the directors of the Board of Trade a designated place in the trading hall to publicly purchase grain to go to store, Mr. Lichtstern started suit in the Circuit Court Apr. 16 against the J. Rosenbaum Grain Co. to enjoin the company from storing any of its grain in class A warehouses. He has warehouse receipts for more than 500,000 bus. of wheat in the public class A warehouses operated by defendant, and charges that J. Rosenbaum Grain Co., Joseph Rosenbaum, E. F. Rosenbaum, E. S. Rosenbaum, W. S. Rosenbaum and Fred Uhlman have mixed with the grain in the elevators, other grain in which they had a

proprietary interest. Hearings in Judge Frederick A. Smith's court began Apr. 22. For an entire afternoon W. S. Jackson testified. He admitted having bot grain from the J. Rosenbaum Grain Co. and resold it to the company the same day; and that when he bot grain from the company it was with the understanding that the grain was to be stored in its elevators.

New members recently admitted to membership in the Board of Trade are James H. Milne, Henry Crossman, Carl B. Mueller, James A. Meyers and Chester E. Clapp. Application for membership in the Chicago Board of Trade has been made by Albert C. Field, Harry F. Shepherdson, John M. Dennis, Edwin J. Kuh, Jr., Frank E. Peckham, Herbert A. Baughn, Albert H. Barlow, John H. Young and Levere P. Nellis. The following Board of Trade memberships have been posted for transfer: Charles E. Webb, Elwood T. Roberts, John A. McLeod, Lee W. Partridge, Edwin N. Cook, David C. Schnell, and the estate of Ernst Thalmann, Edward W. Todd. Memberships are selling at \$2,250 net to the buyer.

## INDIANA.

Marshall, Ind.—Jessup, Williams & Co., of Bloomington, have bot my feed and flour mill.—Clay Thompson.

Topeka, Ind.—Mr. Barfell, of Baldwin, O., has become mgr. of the elevtr. of the Nathan Grain Co., taking charge May 1.

Browns Valley, Ind.—Browns Valley Grain Co., incorporated; capital stock, \$10,000; incorporators, J. W. Todd, C. V. Rogers, I. S. Todd.

Noblesville, Ind.—The foundations are being constructed for the 350,000-bu. concrete tanks to be erected by James Stewart & Co. for the Noblesville Mlg. Co.

South Whitley, Ind.—The Farmers Elevtr. Co. has let contract to George Lee for the erection of an elevtr., 32x32, with a capacity of 20,000 bus. to be located between the Nickel Plate and Vandalia Rys.

Vermont sta., Kokomo p. o., Ind.—Morrison & Thompson have remodeled their elevtr. The house is covered with galvanized, corrugated iron put on top of drop siding. Fred Friedline & Co. did the work.

Lebanon, Ind.—The Lebanon Hardware Co. will build an up-to-date elevtr., operated by the latest machinery, including electric motors. The elevtr. will be conducted entirely separate from the hardware business.

Raub, Ind.—Jordan & Evans own the elevtr. at Raub, and Forest Evans is in charge, with no intention of selling. The statement that Jordan & Baird had taken possession is a mistake.—L. H. Jordan, Indianapolis, Ind.

Cayuga, Ind.—The Cayuga Mlg. Co. has let contract to Fred Friedline & Co. for the remodeling of its plant. The improvements will include 25,000 bus. additional tank storage, a crib, 38x70x20 ft. and a rearranged ear corn equipment.

Seymour, Ind.—The Blish Mlg. Co. will make additional room for wheat storage by removing the mill machinery contained in the elevtr. and substituting grain bins. The machinery taken out of the elevtr. will be installed in an addition which is being made to the mill.

Oxford, Ind.—The recently incorporated Oxford Grain Co. has a capital stock of \$15,000; directors, C. F. Johnson, pres.; J. G. Fuller, vice-pres.; A. F. Johnson, sec'y; John H. Gerlach, treas.; Arthur Benedict, Wilbur Johnson and Frank Glaspie. An elevtr. will be built.

Fort Wayne, Ind.—The Nathan Grain Co., which was organized recently, succeeded the old firm of Nathan & Levy, who dissolved partnership and divided the elevtrs. between them. The Nathan Grain Co. is composed of Julius Nathan and C. J. Nathan. We own an elevtr. at Tillman, Ind., on the C. H. & D. Ry., with a capacity of 25,000 bus. and an elevtr. at Topeka, Ind., on the Wabash Ry.—Nathan Grain Co.

Kendallville, Ind.—Frederick D. Butz, dealer in grain and hay, will be married to Miss Maude Humphrey, of Avilla.

Plymouth, Ind.—E. N. Cook, member of the Chicago Board of Trade, will erect a fire-proof elevtr., on the Lake Erie Ry., with an elevating capacity of 1,500 bus. per hour, to be operated with electric power and equipped with a sheller, grinder, cleaner and patent dumps.

Leesburg, Ind.—The Leesburg Grain & Mlg. Co. has installed a 30-h.p. motor to take the place of the 12-h.p. steam plant, which gave way last Feb., when the engine was put out of commission by the breaking down of the bed plate. The motor does the work fine.—Wm. Baugher.

## INDIANAPOLIS LETTER.

Golden Wheat Co., incorporated; capital stock, \$200,000. To manufacture and sell food products. Incorporators, J. D. Wirt, J. K. Wirt, W. T. Barnes.

Edward L. Dietz, prominent in the grain and seed business here for a number of years, took his office as justice of the peace Apr. 10. Mr. Dietz was elected in November, 1910, but out of consideration for two other justices of the peace who claimed that their terms did not expire until recently, he did not take office until the date mentioned.

Chas. B. Riley, sec'y of the Indiana Grain Dealers Ass'n, has been advised by W. J. Wood, chairman of the Indiana State Railroad Commission, that a hearing will be given at the rooms of the Commission in this city May 16 on the matter of the railroads cancelling their tariffs providing for the payment of a small part of the expense incurred by shippers in equipping cars with grain doors. Pending the hearing the State Railroad Commission has suspended the effective date of the cancellation tariffs. Mr. Riley says it will be a calamity if the railroad companies are permitted to put these tariffs into effect, whereby a shipper will have to await the convenience or pleasure of the carriers in furnishing doors.

Chas. C. Hoffman, official scale inspector for the Indiana Grain Dealers Ass'n was chosen sec'y of the Associated Sealers of Weights and Measures of Indiana at their first annual conference Mar. 21-23, at this city. Mr. Hoffman as a scale expert has the cordial endorsement of H. E. Barnard, state commissioner of weights and measures, who will accept Mr. Hoffman's certificates as official and obviate the necessity of tests by the city and county sealers. For the benefit of the grain dealers and users of scales, Mr. Hoffman has established an inquiry department, and any information regarding the proper maintenance and care of scales will be furnished gratis by addressing the scale inspection department Indiana Grain Dealers Ass'n, Board of Trade, Indianapolis.

## IOWA.

Mt. Pleasant, Ia.—A. D. Hayes is building a 50,000-bu. elevtr.

Madrid, Ia.—S. B. Williams, who owned an elevtr. here, is dead.

Owasa, Ia.—The Farmers Elevtr. Co. is building an addition to its office.

Rolfe, Ia.—J. H. Charlton died April 7 as the result of a stroke of apoplexy.

Lake City, Ia.—W. D. Fuller has succeeded me as agt. for the Wells-Hord Grain Co.—Wm. Kitzmiller, of Princeton, Ill.

Arthur, Ia.—The Transmississippi Grain Co., of Omaha, will build an addition to its elevtr.

Farley, Ia.—We have rented a 10,000-bu. elevtr. on the C. M. & St. P. Ry.—Heald & Kirely.

Story City, Ia.—The Farmers Grain Co. will put a drier in their elevtr.—E. L. Erickson.

Charles City, Ia.—Farmers will organize and build an elevtr. between here and Marble Rock.



Hamilton, Ia.—Byers & Cochran will erect a 5,000-bu. elvtr.

Barnes City, Ia.—Work has commenced on the elvtr. being erected by the Farmers Elvtr. Co.

Emmons sta., Ia., Emmons p. o., Minn.—Farmers have organized an elvtr. company.—L. L. Druley.

Buckeye, Ia.—The Farmers' Elvtr. Co. will soon have a fine large office with modern conveniences.

Winfield, Ia.—I am installing a new sheller and cleaner and will repaint my elvtr.—H. Van Dyke.

McCallsburg, Ia.—Larson Bros. will raise the elvtr., enlarge the cupola and install a sheller, cleaner and man lift.

Delmar, Ia.—W. W. Cook will build an elvtr. on the site formerly occupied by the old one, which was torn down.

Greene, Ia.—I have sold my elvtr. to Harry Drew, of Manchester, who will take possession May 15.—J. E. Miller.

Butler sta., Fremont p. o., Ia.—J. E. Kennel, of Fremont, has a new 8,000-bu. elvtr. here on the M. & St. L. R. R.

Rippey, Ia.—Farmers are talking of organizing an elvtr. company, but nothing definite has been done.—Farmers Elvtr. Co.

Victor, Ia.—George Wheeler, who recently bot the elvtr. of J. D. Toliver, has removed from Wosley, S. D., to this place.

Woodbine, Ia.—The Mathews Lbr. & Coal Co. has succeeded Mathews & Kling. We have discontinued grain.—The Mathews Lbr. & Coal Co.

Kelley, Ia.—J. M. Johnston will raise the cupola and driveway approaches and is now installing a type registering Fairbanks Wagon Scale 8x16 feet.

Fayette, Ia.—The Farmers Co-operative Shipping Ass'n incorporated; capital stock, \$10,000; incorporators, W. C. Finch, O. Paul and C. R. Carpenter.

Prairie City, Ia.—The Prairie City Grain & Stock Co. is erecting an up-to-date elvtr., to cost \$5,000, on the site of the old one, which is being torn down.

Sioux City, Ia.—C. W. Adams, former sales mgr. of the Interstate Grain Co., has taken charge of the buying and selling dep'ts. of the Tiedeman Grain Co.

Stanhope, Ia.—The Stanhope Farmers Elvtr. Co., which is remodeling and repairing its elvtr., will build a new warehouse and office. Two new dumps and a system for rapid unloading will be installed.

Libertyville, Ia.—The Libertyville Elvtr. Co. up to date has been doing business without a house. I understand, however, that it is only a matter of a few days until a site will be staked out and that the company will then proceed to build at once.—Chas. H. Miller.

Morning Sun, Ia.—The recently incorporated Farmers Elvtr. & Supply Co. has elected the following directors: O. E. Wilson, pres.; Sam Huston, Elmer Swanson, Ed Walker, J. B. Hays, Dan Barrick, sec'y-treas., and Will Thompson, vice-pres. Stock subscriptions have reached \$2,700.

Des Moines, Ia.—The entire grain trade of Des Moines is mourning the death of A. H. Judd on Apr. 9. Mr. Judd was 70 years of age and had been connected with the grain business for 25 years. At the time of his death he was connected with Harper & Ward. He was known among his friends for his accurate information on statistics.

Blencoe, Ia.—The Blencoe Farmers Elvtr. Co. has been organized and has elected officers as follows: J. T. Atkinson, pres.; John Marley, vice-pres.; Edwin Bruen, sec'y; Wm. McFarlane, treas. The directors are James Murray, Jacob H. Ritter, Bert Sitzinger, Frank Hopkins and Fred Anderson. The company has a subscribed stock of \$7,000 and a com'te has been appointed to choose a site for an elvtr.

## KANSAS.

Burden, Kan.—M. W. Gatten is a scooper.

Midway, Kan.—Sam Groth, of Ellsworth, will build an elvtr.

Corning, Kan.—A. A. Schoonover has bot the elvtr. of the Corning Elvtr. Co.

Baldwin, Kan.—Dave McKinney and J. Brown have started excavations for a 15,000-bu. elvtr.

Alton, Kan.—H. S. Woodward has gone out of business.—F. W. Gaunt, of the F. W. Gaunt Grain Co.

Coats, Kan.—Orrin Gillette has succeeded O. E. Bailey as mgr. of the elvtr. of the A. R. Clark Grain Co.

Concordia, Kan.—The Concordia Mfg. Co. has let contract to The Wolf Co. for the equipment of its new mill and elvtr.

Denison, Kan.—M. R. McClune, who recently bot the elvtr. of David Coleman, has taken charge and is operating it.

Bronson, Kan.—The Love Grain & Hay Co. is doing a scoop shovel business. The Noble Grain Co. operates the only elvtr.

Aulne, Kan.—The Hill-Williamson Mfg. Co. has succeeded the Aulne Mfg. Co.—W. H. Williamson, mgr. of the Hill-Williamson Mfg. Co.

Wichita, Kan.—The Wallingford Bros. Grain Co. has bot the elvtr. of the Baldwin-Barr Grain Co. and will use it as a transfer house during the coming season.

Wichita, Kan.—W. J. Anderson, formerly a partner in the Anderson-Koch Grain Co., has bot the business and Board of Trade membership of the H. C. Thompson Grain Co.

Hutchinson, Kan.—The Rock Mill & Elvtr. Co. is constructing coal sheds 250 ft. long and 16 ft. wide, along the Santa Fe Ry. yard near the elvtr. at a cost of \$3,000.

Cunningham, Kan.—The Cunningham Farmers Grain Co. has let contract to Morley Bros., Haden & Plott for the erection of an elvtr. O. E. Doty is pres. of the new company.

Junction City, Kan.—Good roads day will be May 15 and every able-bodied man in the county will be asked to participate, according to plans perfected by the automobile and commercial clubs.

Abilene, Kan.—Farmers will build an elvtr. to cost \$6,000, money to be raised by popular subscription. Of this amount \$1,000 has already been pledged. D. Sommer and J. O. Landis are interested.

Scottsville, Kan.—F. M. McCauley has let contract to the P. H. Pelkey Constr. Co. for a large elvtr. with office and engine room, which will be equipped with a 14-h.p. engine; No. 178 Eureka Separator, Richardson Automatic Scale, wagon scale and Safety Manlift.

Elbing, Kan.—The Stevens-Scott Grain Co., of Wichita, has moved its elvtr. from Kingman to this place and will put it up at once south of the Rock Island station. It was moved in sections on flat cars. The removal was induced by the increasing amounts of grain which have been coming to this station each year.

Wichita, Kan.—Grain was received in Wichita during March as follows: wheat, 213,000 bus.; corn, 58,000 bus.; oats, 15,000 bus.; kafir corn, 65,000 bus.; cane seed, 6,000 bus., and shipped as follows: wheat, 95,000 bus.; corn, 42,000 bus.; oats, 11,000 bus.; kafir corn, 63,000 bus.; cane seed, 6,000 bus.—J. H. Sherman, sec'y Board of Trade.

Topeka, Kan.—An appeal from the decision of the Arbitration Com'te of the Kansas Grain Dealers Ass'n has been taken to the Tri-State Board of Appeals by the defendant in the case of the McCullough Grain Co. of Topeka against the Raymond Grain Co. of Raymond, involving a loss of \$93.50 sustained by the plaintiff on account of the failure of the defendant to ship a carload of corn on contract. The Kansas Com'te awarded plaintiff 4 cents per bu. damages.

Halstead, Kan.—The Halstead Mfg. Co. has let contract to O. J. Lehrack for a reinforced concrete warehouse to be constructed at once.

## KENTUCKY.

Danville, Ky.—Anderson & Spilman have awarded the contract for an elvtr. to have a capacity for 20,000 bus. of wheat and 3,000 bus. of corn.

Shelbyville, Ky.—Ten steel tanks, with a capacity of 5,000 bus., will be added to the plant of the Climax Roller Mills by S. M. Long & Son.—N.

Harrodsburg, Ky.—The company which recently purchased the grain business of J. E. Cogar will be known as the Cogar Grain & Coal Co. J. C. Bonta is pres. and A. G. Ryle, treas. of the company.—N. Gautier. Mr. Cogar's elvtr., containing 25,000 bus. of wheat, recently burned.

Hopkinsville, Ky.—By order of Judge Hanberry of the circuit court the stockholders of the defunct Acme Mill & Elvtr. Co. are to receive no returns on the \$200,000 invested, while the bondholders are to receive a compensation of 40c on the dollar. The sum of \$78,915, realized from the sale of the Acme properties, will be used to settle with the bondholders after the costs of litigation amounting to about \$2,056 has been deducted. This decision winds up the affairs of the bankrupt concern.

## LOUISVILLE LETTER.

Reports from over Trimble county indicate that fully 60% of the wheat that was sown in the county last fall has been plowed up and the land planted in oats and other grain. It is claimed the field will not make 50% of an average yield.—N.

The Cincinnati Grain Co. has filed a complaint with the State Railroad Commission at Frankfort, Ky., against the Louisville & Nashville Railroad company. It is alleged that the railroad company is charging excessive rates on its lines from all points in Kentucky to Cincinnati.—N.

Louisville, Ky.—John D. Smith, for 12 years vice-pres. of Edinger & Co., was recently found dead in bed. For the last two years he has suffered from cancer and his death was not unexpected. He was 48 years old and has been connected with the grain trade for many years. He is survived by his wife and six children.

Richard H. Menefee was seriously injured on April 11 by being thrown from a buggy in a runaway in this city. Mr. Menefee is showing improvement daily and in several weeks will be able to be out. Mr. Menefee was a member of an automobile party in the summer of 1908 that suffered an accident when their machine plunged into Salt river from a ruined bridge. Mr. Menefee was the most seriously injured but made a complete recovery.—N.

## LOUISIANA.

### NEW ORLEANS LETTER.

The New Orleans Terminal Co. has appropriated \$1,000,000 for improvements to include a 500,000-bu. elvtr., cotton warehouses and the completion of the Chalmette slips.

Reports from Western Louisiana and the parts of the state unaffected by the floods, indicate that the boys of the corn clubs are getting busy and are determined to give the judges at the next contest a difficult task, in judging and awarding the prizes.—K.

The wholesale grain and grocery house of C. H. Lawrence & Co. burned Apr. 15, loss \$50,000. The building was insured for \$20,000 and the stock, which was an almost total loss, for \$40,000. The fire which was of unknown origin was very spectacular.—K.

This season has been very backward on account of the almost constant rains over the entire state, preventing much of the work necessary to obtain the best results, but the planting season is so long in this territory that there will probably be very little falling off.—K.



New Orleans grain dealers are complaining about the high prices and full stocks in everything but corn. Stocks of corn products are low, making the demand good. Buyers who have been waiting for lower quotations are much disappointed. Quotations on corn meal are higher than they have been for many years.—K.

Receipts of grain at New Orleans during March included 31,000 bus. of wheat, 322,000 of corn, and 239,000 bus. of oats; compared with 7,000 bus. of wheat, 609,000 of corn and 139,000 bus. of oats received in March, 1911. Shipments for the month included 69,926 bus. of wheat, 300,893 of corn, and 972 bus. of oats; compared with 3,661 bus. of wheat, 1,049,652 of corn and 15,084 bus. of oats shipped in March, 1911.—H. S. Herring, sec'y Board of Trade.

The members of the Board of Trade presented the exchange with a handsome portrait of former Pres. A. L. Leonhardt, at a meeting of the directors, Apr. 10. S. Locke Breaux, also a former pres., in his presentation speech on behalf of the membership, said that under Mr. Leonhardt's executive management the Board of Trade had prospered, had maintained its high standard of membership, and it had caused regret that his new responsibilities as postmaster had deprived the membership of the Board of the benefits that would have followed his continuance in office for another year.

## MARYLAND.

Baltimore, Md.—Creditors of Pitt Bros. & Co. have been notified by Blanchard Randall, receiver, that a distribution of 9½% will be made.

Baltimore, Md.—Major Harry C. Jones, of the grain firm of H. C. Jones & Co., has been elected Colonel of the Fourth Maryland Regiment of the National Guards.

## MICHIGAN.

New Hudson, Mich.—I have sold my elvtr. to Lou Beach.—R. J. Read.

Oxford, Mich.—Ruth Arbor is interested in the organization of a co-operative elvtr. company to build an elvtr.

Jackson, Mich.—The Eldred Milling Co. is building a concrete warehouse of 50,000 bus. capacity. The Burrell Eng. & Const. Co. has the contract.

Fenton, Mich.—The grain business of the late Burdick Potter will be carried on by his son.—G. F. Allmendinger, sec'y and treas. Michigan Mlg. Co.

Coleman, Mich.—J. E. Curtice, C. H. Nigerman, J. M. Doherty and E. R. Simons have bot the elvtr. of Reardon Bros., of Midland, at this station.

Ithaca, Mich.—The Ithaca Gleaner-Farmers Elvtr. Co. has been organized with 515 stockholders. Over \$30,000 has been subscribed and we are preparing to build a 25,000-bu. elvtr.—N. E. Greene, mgr.

Ludington, Mich.—The Genia & Hansen Co. has succeeded Kieswaller & Son, in the grain, hay and feed business, the latter firm having retired from active operation since the death of Mr. Kieswaller about a month ago.

Byron, Mich.—The Supreme Court of Michigan on Mar. 29 affirmed a judgment for \$23,562.70 damages in favor of Wm. F. Close against the Ann Arbor Railroad on account of the burning of his elvtr. and outbuildings on May 25, 1909. The fire is alleged to have been started by a spark from a locomotive engine.

Detroit, Mich.—F. W. Waring, retiring sec'y of the Board of Trade, is leaving after 22 years of service with the unanimous friendship of the local trade, who unite in wishing him well in his contemplated business as a photographer. Mr. Waring has for many years followed the hobby of photographic work, in which he has been very successful, and it is therefore a source of pleasure to his friends that he can during the remainder of his career be in even closer touch with the class of work that is possibly nearest his heart.

Dowagiac, Mich.—The Colby Mlg. Co. has let the contract for a 30,000-bu. steel tank for wheat storage, work to begin July 1.

Receipts of grain at Detroit during March included 70,384 bus. of wheat, 257,537 of corn, 32,309 of barley, 188,200 of oats and 5,877 bus. of rye; compared with 156,157 bus. of wheat, 370,888 of corn, 20,663 of barley, 244,459 of oats and 19,907 bus. of rye received in March, 1911. Shipments for the month included 51,068 bus. of wheat, 245,123 of corn, no barley, 45,174 of oats and 5,300 bus. of rye; compared with 10,687 bus. of wheat, 330,337 of corn, no barley, 47,458 of oats and 11,040 bus. of rye shipped in March, 1911.—F. W. Waring, sec'y Board of Trade.

## MINNESOTA.

Montgomery, Minn.—B. B. Sheffield is preparing to build a \$40,000 elvtr.

St. Charles, Minn.—Wm. Bole is now mgr. for the Farmers Elvtr. Co.—L. L. Druley.

Doty sta., Eyota p. o., Minn.—The Chester Elvtr. Co. has bot the elvtr. of Van Dusen & Co.

Ormsby, Minn.—Geo. D. Smith has bot stock in the elvtr. of Stockdahl & Dietz and will take charge May 1.

Erdahl, Minn.—The recently organized Farmers Elvtr. Co. has elected C. A. Bergren, pres. and C. K. Westboe, sec'y.

Ersline, Minn.—A. F. Cronquist is treas. of the recently organized Farmers Co-operative Co., which will commence business Aug. 1.

Mazeppa, Minn.—C. G. Helgersson will succeed Geo. Hilger as mgr. of the Farmers Elvtr. Co., Mr. Hilger's resignation taking effect Aug. 1.

Pipestone, Minn.—The Farmers Co-operative Co. will rebuild its coal sheds and make a few improvements around its elvtr.—I. L. Demaray, mgr.

Adams, Minn.—T. J. Downey, former mgr. of the elvtr. of the Hunting Elvtr. Co., and J. Lacher have bot the elvtr. of M. & J. Kresbach for \$4,600, taking possession July 1.

Oaklands, Minn.—Farmers are organizing an elvtr. company, writes L. L. Druley. The stock soliciting com'te is Lyman Ostum, Walter Earl, O. R. Johnson and others.

Duluth, Minn.—A. Borgen and R. M. Sellwood were admitted to membership and W. I. Prince withdrew from membership during March.—Chas. F. Macdonald, sec'y Board of Trade.

Lansing, Minn.—Lansing Farmers Elvtr. Co. incorporated; capital stock \$10,000; incorporators, R. A. Caril, L. O. Aldahl and others. A splendid site for a 20,000-bu. elvtr. has been selected.

Ashcreek, Minn.—The directors of the Farmers Elvtr. Co. at a recent meeting, decided to make some much needed improvements in the elvtr. and enlarge the coal sheds, putting in concrete bottoms.

Duluth, Minn.—Total receipts of Canadian grain at the Duluth-Superior elvtrs. since the last week in January, were reported Apr. 6, to have aggregated 12,365,883 bus.; shipments totaling 2,543,729 bus.

Glencoe, Minn.—I have quit the grain business. My firm sold out to the Glencoe Farmers Elvtr., L. S. & Produce Co. in January. The officers of the new company are J. Marsh, pres. and mgr., Anthony Welch, vice-pres., Chas. Arlt, treas., and Wm. Harpel, sec'y.—F. K. Whalen, Minneapolis, Minn., former agt. Exchange Grain Co.

Mankato, Minn.—The old elvtr. of the Chicago, Milwaukee & St. Paul R. R. Co., which was operated for years by the Cargill Elvtr. Co., but not in use for the last two years, burned Apr. 15, with a loss of \$3,000. The city has started suit against the railroad company to force it to move the building as being a menace to nearby property but the railroad was fighting the proceedings.

Dundee, Minn.—The Dundee Co-operative Co. is planning to operate an elvtr.

Brewster, Minn.—The Farmers Elvtr. Co. will make extensive improvements in its plant this summer. It is planned to wreck the line house recently purchased and to move the company's elvtr. to the site occupied by the building to be wrecked, and to enlarge the elvtr., doubling its present capacity. They will also equip it with two stands of elvtrs., two wagon dumps, and build a roomy office. A. C. Seversob is mgr.

Receipts of grain at Duluth during March included 6,758,281 bus. of wheat, no corn, 2,569,262 of oats, 134,924 of barley and 11,360 bus. of rye; compared with 371,717 bus. of wheat, 98,371 of corn, 8,441 of oats, 156,641 of barley and 1,755 bus. of rye received during March, 1911. Shipments for the month included 1,846,362 bus. of wheat, 786 of corn, 384,146 of oats, 25,721 of barley and 30 bus. of rye; compared with 137,748 bus. of wheat, no corn, 45,660 of oats, 1,241 of barley and 16,323 bus. of rye shipped during March, 1911.—Chas. E. Macdonald, sec'y Board of Trade.

Duluth, Minn.—At a meeting of the directors of the Board of Trade held April 2, 1912, the following resolution was adopted: Whereas, Complaints have been made to the board of directors of the Duluth Board of Trade that attempts have been made at times to manipulate the closing prices of various commodities dealt in on the Exchange, therefore, Resolved, That the directors will consider it a violation of Section 7 of Rule IV for any member to make any offer to buy, or to sell, any commodity, which offer has for its purpose the establishment of a quotation not fairly representative of the price of that commodity at the moment; or for any member to accept, or to execute, or to attempt to execute, any order which is not a bona fide order to buy or sell; or for any member to attempt to close the market at a certain figure not fairly representative of the price of that commodity at the moment; and upon complaint the directors will proceed against any member accused of a violation of this rule, in accordance with the provisions of said Section 7 of Rule IV.

## MINNEAPOLIS LETTER.

H. L. Elliot & Co. have outgrown their former quarters and moved their offices to 222 Corn Exchange Bldg.

Major G. W. Budd, for several years in the grain business in this city, operating elvtrs. in Minnesota and South Dakota, died at 4 p. m. Apr. 12. Major Budd was 70 years old and retired from active business two years ago. His wife and a son survive him.

Two big elvtrs. belonging to the Gt. Western and Interior Elvtr. Companies were seriously threatened Apr. 13 by fire that broke out in the dry weed and grass lake bottom of Bass Lake, on which are the tracks of the Milwaukee railway and the elvtrs. The private fire depts. of the two elvtrs. fought the blaze and practically saved the plants.

The rule of the Chamber of Commerce covering the insurance on grain at terminal elvtrs. was recently amended, the new rule providing that terminal elvtrs. loading out grain on contracts, shall immediately cancel insurance on stocks equal in amount to the quantity of grain so loaded, when the party taking the delivery is unable to secure insurance on his grain without the cancellation and requests it.

Receipts of grain at Minneapolis during March included 6,894,160 bus. of wheat, 258,030 of corn, 973,800 of oats, 548,040 of barley and 124,540 bus. of rye; compared with 6,305,190 bus. of wheat, 879,760 of corn, 1,224,070 of oats, 1,318,120 of barley and 135,980 bus. of rye received in March, 1911. Shipments for the month included 2,045,720 bus. of wheat, 423,780 of corn, 1,578,680 of oats, 779,950 of barley and 50,130 of rye; compared with 2,003,340 bus. of wheat, 713,900 of corn, 1,500,330 of oats, 1,478,310 of barley and 111,200 bus. of rye shipped during March, 1911.—John G. McHugh, sec'y Chamber of Commerce.



The Sorenson Grain Co. of Minneapolis has been incorporated by H. B. Haroldson, C. C. Colton and A. J. Macdonald, all of Duluth; capital stock, \$50,000.

Walter D. Douglas, formerly partner in the grain firm of Piper, Johnson & Case, was lost on the Titanic. He severed his connection with the firm only last January and was returning from a pleasure trip to Europe with his wife. He was a director of the Midland Linseed Oil Co., The Quaker Oats Co., and the Douglas Bros. Starch Co., and was also connected with many different grain interests of the Northwest, including a number of companies operating lines of country elvtrs. in western Canada. Mr. Douglas was 50 years old and is survived by his wife, who was among the rescued, and two sons, Edw. B. and Geo. C. Douglas.

The Minneapolis Grain Commission Merchants Ass'n, an organization composed of the grain receivers of this market, held its second annual dinner at the Minneapolis Club Apr. 10. Among the speakers were Frank Carey and B. F. Benson, members of the ass'n; Pres. Marfield of the Chamber of Commerce, who prophesied that the name of the Chamber of Commerce would be changed to the Minneapolis Grain Exchange, in recognition of the rapid growth of this city as a grain market and the fact that it leads as a wheat terminal, being also a large market for coarse grains and receiving as much flax as Duluth; and J. L. McCaull, speaking on "Good Fellowship," argued that the best way to show the legitimacy of the grain trade thru the country is by means of the support of the Grain Dealers National Ass'n, laying stress on the need of general co-operation among the grain exchanges of the country to combat the false notions that grain exchanges are not conducting a fair and legitimate business and to prove that they are a necessary economic function in the marketing of grain. A. C. Loring, James Marshall, H. D. McCord and Jno. G. McHugh, sec'y of the Chamber of Commerce also addressed the diners.

## MISSOURI.

Bethany, Mo.—The Bethany Mill & Elvtr. Co. will erect an elvtr.

Pleasant Green, Mo.—A man by the name of Calvert, also the Sedalia Mfg. Co., are scoop shovelers here.—S. L. Risser.

Mt. Vernon, Mo.—We have rented the elvtr. of H. H. Steele & Co., formerly operated as the Farmers Elvtr. & Cold Storage Co.—J. W. McCanse.

Arkoe, Mo.—We will erect a new warehouse and cribs, doubling our present capacity. We have a farmer here who does a scoop shoveling business and ships a little.—H. Wamsley, of Leet & Wamsley.

Mt. Vernon, Mo.—The Holland-O'Neal Mfg. Co. is erecting grain storage for 50,000 bus. and has bot of Barnard & Leas Mfg. Co. \$2,000 worth of dust collectors, cleaners, conveyors and transmission machinery.

Joplin, Mo.—The new elvtr. of the J. W. Boyd Grain & Com. Co., illustrated description of which appeared in the Grain Dealers Journal for Apr. 10, was designed and erected by the P. H. Pelkey Constr'n. Co., of Wichita, Kan.

Barnett, Mo.—The contract for the 14,000-bu. elvtr. to be erected by the recently incorporated Barnett Elvtr. Co. has been let to J. A. H. Whaley. The elvtr. will have a manlift, hopper scale, Birchard Distributor, etc., and will be up-to-date in every respect.

Princeton, Mo.—I am gen. mgr. of the Farmers Elvtr. & Supply Co., this being the main office. Melvin J. Harkin is our local mgr. at Mercer, G. L. Johnston at Harris, Ralph L. Squires at Newtown and T. P. Ralph at Osgood. At present we have no elvtr. at Osgood but the directors are considering the building of an elvtr. and shelling plant at that point.—G. F. M. Bradbury.

## KANSAS CITY LETTER.

M. H. McNeill will represent E. Lowitz, of Chicago, on the Kansas City Board of Trade.

We are engaged in the grain business, handling cash grain in car lots and are members of the Kansas City Board of Trade.—G. B. Clay Grain Co.

Geo. W. Lincoln has transferred his membership in the Board of Trade to James K. Christopher, whose father, B. C. Christopher, and two brothers are already members.

Tracy L. Cockle, cash grain salesman of the Thresher-Fuller Grain Co., recently was married to Miss Mayme Perrin. They are spending the honeymoon in San Antonio, Texas.

E. C. Kruse, traveling representative of the Russell Grain Co., was injured in an automobile accident at Fowler, Colo., spraining both wrists badly. Lee Hardesty, one of his companions, was killed and C. M. Blanchard, another occupant of the auto, was severely hurt.

The Southwest National Bank is to be designated as a clearing house for the collection of bills on inbound and outbound freight shipments and all funds for freight charges will be handled by it if the plan of W. R. Lence of the Local Freight Agts. Ass'n is adopted. Practically all of the railroads centering here have approved the plan which it is believed will prove economical and convenient. Heretofore each railroad has made its own collections thru a separate counting and collection organization and with the business diverted to a clearing house much expense will be saved and the shippers, especially the large ones, will be benefited as under the old system 14 collectors representing the different railroads entering at this market, call on the shipper each day, while under the new system the railroads will turn their accounts over to the bank and it will notify the shipper of the aggregate sum of his freight bills daily. The shipper will mail one check to the bank and the clearing house will divide it among the proper railroads.

## ST. LOUIS LETTER.

Angus Alexander Clark, clerk of the St. Louis Grain Clearing House, has applied for membership in the Merchants Exchange.

F. L. Wallace, a member of the Merchants Exchange, has been elected as alderman of Kirkwood, while Frank M. McClelland, another member, has been elected a member of the City Council of Webster Groves.

At a public meeting Apr. 10, called by Pres. Bernet, the Merchants Exchange contributed \$2,176 to the relief of the flood sufferers of the Mississippi Valley, turning the amount over to the Missouri Red Cross Society. Additional contributions have brot the amount up to nearly \$4,275.

John Dower, supervisor of the dept. of weights of the Merchants Exchange, reports that there were received at St. Louis during March, 147 cars with leaking grain doors, 40 leaking over grain doors, 932 with leaking boxes, 39 with leaking end windows, 857 cars not sealed, 62 with end windows not sealed and 20 with end windows open.

In the absence of Pres. Bernet of the Merchants Exchange, W. H. Danforth has been placed in charge of the work of arranging to send seed corn and other seed grains to the farmers of the flooded districts, and it is also proposed to replace the agricultural implements lost by these farmers. Mr. Danforth recently said: "I consider the providing of seed grain for these farmers necessary. They must provide for a crop and plant it as soon as the waters recede or they will be almost as bad off when the supplies given them for temporary relief are exhausted. I think about a car load of seed and grain each should be sent to the distributing points at Columbus and Hickman, Ky., and Caruthersville. They can be shipped by railroad, and the railroad companies probably would carry them free."

E. B. Conover, Virginia, Ill., Walter Rhein, Belleville, Ill., and Henry C. Goebel, St. Louis, have been admitted to membership in the Merchants Exchange. James F. Coyle, H. B. Grubbs and Jas. A. Smith have sold their certificates and F. G. Cunningham, Gus. H. Miller, A. B. Donaldson and A. A. Poland have resigned.—Eugene Smith, sec'y.

The members of the Merchants Exchange have recently adopted the plan of the Chicago Board of Trade in reference to visitors. The registers at the door of the Exchange have been abolished and the name and residence of the visitor is now written on a slip signed by the name of the member introducing him, and given to the doorkeeper who sends it to the sec'y's office for registration. A number of members recently asked the directors for the change as they did not wish to have the names of their customers made public.

## MONTANA.

Butte, Mont.—Fire starting in the warehouse of the Campana Feed Co. Apr. 10, destroyed a whole block and caused \$200,000 damage.

Malta, Mont.—A grain cleaner has been installed in the elvtr. of the St. Anthony & Dakota Elvtr. Co., for the cleaning of all grain sold to the farmers for seed.

## NEBRASKA.

Spalding, Neb.—I am out of the grain business.—J. O. Garner, former agt. T. B. Hord Grain Co.

Schuyler, Neb.—W. A. Luneburg has succeeded me as agt. for the T. B. Hord Grain Co.—R. N. Sigler, Rogers, Nebr.

Palmyra, Neb.—The Farmers Elvtr. Co. has bot the elvtr. of the Lincoln Grain Co., which has been operated by Mr. Wheeler, for \$6,000.

Hastings, Neb.—S. J. Owens, formerly mgr. of the Farmers Grain & Supply Co., has returned from Florida and is now Nebraska representative for the A. D. Wright Commission Co. of Kansas City.

St. Libory, Neb.—The recently organized Farmers Elvtr. Co. is planning to build a 40,000-bu. elvtr. Officers of the company are Fred McAnulty, pres., Geo. E. Fleming, vice-pres., Jno. O'Holleran, sec'y-treas.—Otto Tuenge, mgr.

Moorefield, Neb.—James Pearson, agt. for the Shannon Grain Co., is candidate for Representative of the 66th District, Frontier and Gosper counties, on the Peoples Independent and the Democratic tickets. Mr. Pearson is a well known grain man and will faithfully perform his duties if elected. He has but recently recovered from a severe five months' illness from chronic appendicitis.

## NEW ENGLAND.

Brooks, Me.—Geo. W. Ryder has bot the business of the Brooks Grain Co. and will continue it.

Wakefield, Mass.—Lawrence H. Kirk will erect a large grain warehouse and storage building, 60x50 ft.

Groton, Mass.—The Groton Coal & Grain Co. has let the contract for remodeling its building to Marquardt Bros.

Concord, N. H.—Frank Cressey of Cressey & Co., grain dealers, and his wife celebrated their golden wedding anniversary, Mar. 30.

Waterville, Me.—Austin-Haines Co., incorporated to deal in grain; capital stock, \$10,000; incorporators, Wm. T. Haines, Emery E. Austin.

Dalton, Mass.—Le Roy P. Adams will conduct the business of Griswold & Adams. In future, the partnership having been dissolved and Wm. H. Griswold retiring.

East Hartford, Conn.—G. M. White & Sons, grain dealers, suffered a loss of \$5,000 Apr. 13, when fire broke out in a neighboring building, causing a total property loss of \$400,000.



Colebrook, N. H.—Fred Spaulding of Lancaster has bot the grain business of Frank Cook.

Pittsfield, Me.—D. P. Whitem of this city and D. S. Emerson of St. Albans, Vt., have bot the grain and feed dept. of the Hunter & McMaster Co., which is closing out its business here.

Dorchester, Mass.—Patrick J. O'Toole, member of the Boston Chamber of Commerce for a number of years, died recently after a lingering illness. Mr. O'Toole was one of the most prominent members of the grain trade in Boston and was a large exporter and forwarder of grain.

Waterbury, Conn.—Abraham Willner, for nineteen years in the grain and hay business, recently filed a petition in bankruptcy and T. F. McGrath, appointed trustee, found it impossible to examine the books as Willner kept all books and bills in the Hebrew language and even assistance of a translator was unsatisfactory. Willner was examined to determine what he had done with the profits he is supposed to have made in the last six months and testified that he first started business in his wife's name, taking it over in his name 16 years ago. He acquired his present home by a trade that also gave him \$3,300 in cash. He then bot property said to be worth \$32,000, investing \$1,000 in it, later buying another piece of property on the same street and raising a mortgage of \$20,000 on it. In May, 1910, he bot what was known as the old Cooley house investing \$3, that is he bot the seller's equity for that amount, tho he admits that he considered it worth \$3,000. He next made a loan of \$8,000 from Jno. Weisman of New Haven, who holds a blanket mortgage on all of Willner's property. Weisman is not related to Willner and had only known him two years. Willner said that at that time he owed \$6,000 and in August paid his brother in Brooklyn \$3,000 in cash, another brother also received \$3,000 and his brother-in-law \$500, all of these debts being paid out of the \$8,000. A man named Glickman identified Willner at the bank in order to cash Weisman's check, and loaned him \$750 when he said he needed money, the Glickman check being deposited in Waterbury. They then went to New Haven Bank, presented the Weisman check, Glickman identified Willner and the check was cashed, Willner paying back to Glickman his \$750.

## NEW JERSEY.

Cranford, N. J.—The Norwich Grain & Feed Co., incorporated; capital stock, \$20,000; incorporators, Clarence G. Campbell, Newton, Mass., Wm. R. Baird, Manhattan, N. Y., and Stephen J. Cox of this city.

## NEW YORK.

Brooklyn, N. Y.—Jos. S. Thayer, head of the clearing house dept. of the Produce Exchange, died Apr. 10. Mr. Thayer was 66 years old and had been connected with the clearing house dept. for a number of years.

New York, N. Y.—The Produce Exchange is seriously considering the advisability of establishing a market in this city for trading in Canadian wheat in bond, many of the members being in favor of the idea. A great deal of Canadian export business is now done thru New York houses tho under great difficulties, and many exporters who are dealing almost exclusively in Manitoba wheat, are of the opinion that such an arrangement would influence the restoration of the Exchange as a grain market.

New York, N. Y.—The com'te in charge of the arrangements for the commemoration of the 50th anniversary of the granting of the first charter to the Produce Exchange, Apr. 19, 1862, decided on an elaborate banquet at Hotel Astor as one of the events on the programme, but the celebration was indefinitely postponed on account of the Titanic disaster, the com'te deeming it inappropriate, especially as the survivors of the tragedy landed on the day set for the banquet. The dinner will probably occur in May.

## BUFFALO LETTER.

Albert Nowak & Son will spend \$16,000 in repairs for the elvtr. recently burned.

The H-O Mills will build a four-story warehouse and will rebuild its elvtr. The plans have been prepared by Lansing, Bley & Lyman.

One concrete tank, 35 ft. in diameter and 120 ft. high, is being added by James Stewart & Co. to the plant of Spencer-Kellogg Co.

The Western Elevating Ass'n recently elected Henry D. Waters, pres. and P. G. Cook, sec'y, and decided that the regular rates for elevating and storage should not be changed. The rates in force are: for elevating including 10 days storage,  $\frac{1}{2}$ c per bu., and for storing thereafer, for each 10 days or parts thereof,  $\frac{1}{4}$ c per bu. A slight change in special summer storage rates was also voted.

At a recent election of directors of the Corn Exchange, W. J. Heindol, J. G. McKellen and H. T. Burns were elected by a large majority. The retiring directors were L. S. Churchill, H. D. Waters and G. F. Booth. It was announced at the recent annual dinner of the Exchange at Hotel Iroquois, that the Exchange was in a flourishing condition as is shown by the price asked for memberships, one member stating that the figures are in the neighborhood of \$700.

## NORTH DAKOTA.

Mylo, N. D.—The elvtr. of the Northland Elvtr. Co. is closed.—R. F. Reinhardt, former agt.

Berlin, N. D.—The elvtr. of the Schmid & Anderson Grain Co. has been closed. I am not in the grain business at present.—J. C. Hanson, former mgr.

Nekoma, N. D.—I have succeeded L. F. Chase as agt. for the Northland Elvtr. Co. Mr. Chase has gone to his claim in Canada.—R. F. Reinhardt, former agt. at Mylo.

Hartland, N. D.—Hartland Farmers Elvtr. Co., incorporated; capital stock, \$7,000; incorporators, Nels P. Larsen, Berthold, Martin D. Johnson, Hartland, Lewis Iverson, Donnybrook.

Kuroki, N. D.—Olin Carns is agt. for the St. Anthony & Dakota Elvtr. Co. at this station. We have succeeded the Antler Elvtr. Co. and I am mgr.—James Ballantyne, mgr. Kuroki Elvtr. Co.

Steele, N. D.—The Equity Elvtr. & Trading Co., incorporated to do a general elvtr. business; capital stock, \$20,000; incorporators, J. P. Keim, J. A. Wyant, E. H. C. Smith, H. Crawford and P. J. Filbin.

Millers Spur sta., Bordulac p. o., N. D.—Tousley Elvtr. Co., incorporated; capital stock, \$7,000; incorporators, Frank Tousley, Jr., Bordulac, Frank Tousley, Sr., Clearwater, and Lauren A. Kennedy, Duluth.

Dwight, N. D.—The officers of the recently incorporated Farmers Elvtr. Co. are John Myhra, pres., W. T. Ward, vice-pres., C. H. Johnson, treas. and myself, sec'y. We have bot the elvtr. of the Cargill Elvtr. Co.—M. R. Olsen.

Wildrose, N. D.—The Equity Elvtr. & Trading Co., incorporated; capital stock, \$10,000; incorporators, Barne Piper, K. Sevre, P. O. Paulsen of Wildrose, O. N. Jodack, Ray; Andrew Heasht, Stordal; and S. B. Howard, Paddington.

Moorhead, N. D.—The Farmers Elvtr. Co. decided at a recent meeting of the directors to reduce the capacity of the elvtr. from 100,000 bus. to 50,000 bus. and has commenced the tearing down of a part of the present elvtr. to make room for a two-story machinery warehouse.

Sheyenne, N. D.—At a meeting of the directors of our company, Apr. 4, it was decided to tear down the old elvtr. and replace it with an up-to-date 6,000-bu. structure, equipped with all the latest improvements in machinery.—Equity Elvtr. & Trading Co. Bids for the wrecking of the old plant and rebuilding the new according to plans drawn by Honstain Bros. are being asked by the company.

Langdon, N. D.—The contract for the new elvtr. now in course of construction by the St. Anthony & Dakota Elvtr. Co., was let to C. E. Bird & Co.

Fairview, N. D.—Farmers Elvtr. & Merc. Co., incorporated to buy and sell all kinds of grain, seeds, coal and wood; capital stock, \$25,000; incorporators, F. E. Dier, Nels Olson, J. M. Freer, and Henry Curtis, of Hannaford, and M. L. Ladbury, Robert Kunze, and E. J. Moshe, of Dazey.

Amenia, N. D.—H. F. Chaffee, pres. and mgr. of the Amenla & Sharon Land Co., grain dealers, was a passenger with his wife on the ill fated Titanic. Mrs. Chaffee was among the saved; but her husband, one of the best known grain and commission men in the state, went down with the ship.

Arthur, N. D.—Sentiment is strong against the pardoning of Joe Remington, who has served 21 years of a life sentence for the brutal murder of James Flett, an elvtr. agt. at this station. His sentence was recently commuted to 30 years and his release occurs in a few weeks. Petitions against the pardon are being circulated all over this section and it is said that if he is released he will be immediately re-arrested, charged with a triple murder at Shakopee, Minn., 22 years ago.

The Supreme Court of North Dakota Mar. 5, denied the appeal for a rehearing of the suit of Oscar Swanson against the Schmidt-Gulack Elvtr. Co. and affirmed the decision of the district court awarding the plaintiff \$8,000 damages for injuries received by him when a platform on which he was working, July 15, 1907, gave way and precipitated him from the top of the elvtr. He fell a distance of 45 ft. and received probably permanent injuries. The plaintiff testified that while he was sawing braces for the platform, he was told to stop the work, the man in charge saying: "We are not going to use them, they are too expensive to put in." Not being properly supported the platform gave way when he jumped on it.

## OHIO.

Jewell, O.—The Jewell Grain Co., incorporated; capital stock, \$12,000; incorporators, John G. Liska and others.

Mansfield, O.—The Mansfield Elvtr. Co., incorporated; capital stock, \$75,000; incorporators, Henry L. Goemann and others.

Cleveland, O.—W. E. White of Chicago will open a brokerage office here for Finley Barrell & Co., with private wires to all exchanges.

Bowersville, O.—Geo. N. Perrill, pres. of the Xenia Grain Co. of Xenia and mgr. of elvtr. of that firm at this station, is a candidate for the office of County Commissioner.

McClure, O.—The recently organized Farmers Grain & Stock Co. has bot the elvtr. owned by C. C. Kerr and leased by the McClure Grain Co., taking possession May 16.

Portsmouth, O.—Mr. and Mrs. H. S. Grimes have just returned from a seven weeks' tour of Pacific Coast resorts and cities, much elated over the pleasure of an 11,000-mile trip.

Farmdale, O.—The elvtr. of Fay T. Root & Co. was damaged by fire Mar. 15, but water poured into it to prevent a burning building next door from setting it on fire again cost the most damage.

Oxford, O.—The elvtr. and mill of the Wm. Easley Mfg. Co. were burned at 10:30 p. m., Apr. 10. Nothing was saved but the engine, the loss amounting to about \$15,000, partially covered by insurance.

Piqua, O.—The old Miami Valley Ass'n was reorganized at a meeting of the grain dealers of Miami, Champaign, Logan and Shelly counties, held Apr. 17, in the offices of the Spencer Grain Co. J. E. Wells of Quincy was elected pres., O. T. Rosselle of Troy, vice-pres., Chas. Fogt of Piqua, sec'y. Another meeting will be held at the same place Apr. 25.—E. T. Custenborder, Sidney.



Monticello, O.—Parrott & Clay have bot the North Elvtr. of the Spencerville Elvtr. Co.—J. W. McCord.

Duval, O.—J. W. & E. O. Teegardin will install a 25-h.p. International Gas Engine in their elvtr. replacing their steam power.—J. W. McCord.

Monroeville, O.—The Farmers Grain Co. of Bellevue has commenced work on a branch elvtr. at this station, and expect to complete the building in time for this year's harvest.

Portsmouth, O.—A banquet was tendered the returned traveler, H. S. Grimes, at the Washington Hotel, Apr. 19, by the leading business and professional men of the city. The magnificent affair was given as a mark of appreciation on their behalf for the untiring, ceaseless and successful work he has done thruout his busy life to make Portsmouth the "best town for her size on the entire map." Many happy toasts and brilliant speeches were made by the guests and Mr. Grimes plainly showed his pleasure as he was toasted again and again as the "Boosting Booster" of the best city in the Ohio Valley, according to its residents.

## CINCINNATI LETTER.

The Fergus Grain Co. will bu... a \$4,300 addition to its present building.

At a special meeting of the members of the grain and hay trade of the Chamber of Commerce, Apr. 11, the recently proposed Cincinnati Hay & Grain Exchange was organized. The Exchange will be subsidiary of the Chamber of Commerce and is to have seven directors who will select officers out of the board. The first election is to be held May 14, and the annual elections the second Tuesday in February of each year. The dues will be \$5 a year and each company or firm shall have but one vote in the deliberations of the Exchange. Pres. Walter A. Draper of the Chamber of Commerce, presided at the meeting with Sup't Culkins, as sec'y.

The following ruling, relative to the sale of receipts of grain and hay on consignment from country shippers, has been made by Sec'y Culkins of the Chamber of Commerce: "The rule of the new auction is that such receipts must be sold over the block." A letter from a country shipper to a local firm, showing that he would be willing for the firm to buy such consignments at the market without the auction, was presented by the firm to Sec'y Culkins, who however ruled that the special agreement was void, stating that the regulations of the Chamber of Commerce must be followed to the letter and that the setting aside of a regulation of the Chamber by special agreement would establish a dangerous precedent.

## TOLEDO LETTER.

C. E. Metzler, who has been confined to the hospital for the last nine weeks by injuries received when he was drawn into the machinery at the elvtr. here, is now able to be about.

The estate of the late Guy G. Major, pres. of the Guy G. Major Co., leading linseed oil meal manufacturers, has been appraised at \$202,390.72, the principal assets being 1,950 shares in the Guy B. Major Co., valued at \$167,000; 500 shares in the Steel Elvtr. Co., valued at \$25,280, and 54 shares in an iron works.

F. O. Paddock will appear before the Interstate Commerce Commission at Washington, Apr. 24, at the hearing in the interests of the question of elevation allowances. H. L. Goemann, who has been instrumental in getting grain shippers at St. Louis, Louisville, and along the Ohio River, to agree to a 1/4c elevation allowance, will probably attend also.

The contract for the 8 steel tanks to be erected by the Toledo Grain & Mill Co. has been let to the Jos. F. Wangler Boiler & Sheet Iron Works. The new tanks will be set between a working house and drier which are to be built, and the mill proper. Six of the tanks will be 22 ft. in diameter and 40 ft. high and will be set in a row, the other two tanks will have a capacity of only 13,000 bus. and will adjoin the work-

ing house, straddling the line of large tanks. The total increased capacity of the plant will be 86,000 bu.

## OKLAHOMA.

Bluejacket, Okla.—A. Chanley is building an elvtr.

Wann, Okla.—J. L. McCabe is building an elvtr. at this station.

Leedey, Okla.—An elvtr. has just been completed at this station for the Wichita Mill & Elvtr. Co. Ernest A. Cox had the contract.

Cashion, Okla.—The A. C. Houston Grain Co., incorporated; capital stock, \$3,000; incorporators, A. C. Houston, Wichita, and T. A. Montague, of Cashion.

Busyhead, Okla.—Wm. Major will build a 12,000-bu. elvtr. as an addition to his present plant. The equipment will consist of a 15-h.p. gasoline engine, corn cleaner, corn sheller, dump, chain drag, etc.

New members admitted to membership in the Oklahoma Grain Dealers Ass'n since Apr. 1, are Hardeman, King Co., of Oklahoma City; Challburg Bros., Verdigris; Vici Warehouse Co., Vici; and A. W. Lewis, Dacoma.

Isabella, Okla.—The firm of Jarvis & Fay went out of business Apr. 1, 1911, having only leased the elvtr. of the Oklahoma Elvtrs. for one year. No grain business last season and no one has leased it so far this year.—J. E. Jarvis.

Chickasha, Okla.—The 21 year old son of Fred Linton, a grain dealer, recently died from sunstroke. The remains were taken to Kansas City for burial, that being the former home of the family. Mr. Linton was at one time a member of the Kansas City Board of Trade.

The entertainment provided for those in attendance at the Oklahoma Grain Dealers Ass'n meeting will be first class and there will be something doing from the sound of the gong at the opening meeting to the banquet at the end of the chapter. Indications point to a large attendance and Sec'y-Treas. Prouty has a pleasant surprise for the members of the Ass'n.

Oklahoma City, Okla.—A meeting of the local grain men and millers was held in my office, Apr. 8, for the purpose of making plans for the annual meeting of the Oklahoma Grain Dealers Ass'n to be held in this city, May 21 and 22. R. H. Drennan was chosen chairman of the meeting and later appointed general chairman of the com'ites, which are: Banquet Com'ite—R. H. Drennan, G. G. Sohberg, R. H. Conyers, Geo. A. Curtis, W. A. Perkins and J. J. Stinnett. Entertainment Com'ite—Charlie Connelly, Fred Miller and D. C. Kolp. —C. F. Prouty, sec'y Okla. Grain Dealers Ass'n.

Oklahoma City, Okla.—It has been decided by the com'ite in charge of arrangements for our annual meeting, to make the New Skirvin Hotel convention headquarters, and place of holding meetings in the assembly room of the Skirvin Hotel, instead of Chamber of Commerce as before stated. The local com'ites are busy arranging for dealers' entertainment and a good time is assured. Tuesday evening we will be the guests of Kroutil Bros. of Yukon, where we go in special cars, and if their entertainment last year is a criterion to go by, we are insured a fine time. Wednesday evening the dealers will be turned over to the Oklahoma City bunch, who are already arranging to take care of them. The joint meeting of the Oklahoma Grain Dealers and Millers will open in the assembly room of the Skirvin Hotel on Tuesday afternoon at 2 o'clock, May 21, and will continue thru Wednesday, May 22, closing with the banquet as has been our custom. We have arranged a program that will be entertaining to us all, inasmuch as the subjects to be presented are those we are vitally interested in and will be handled by speakers versed in their line of thought. We see no reason why we should not have one of the largest attendance in

our history. Crop prospects are brighter than they have been for years and a lay off for two days will do grain dealers good and will enable each one to meet the grain dealers and millers of the State, as well as our visiting friends who are coming from all directions to have a good time with us. Come out and attend this meeting, and boost for it by persuading your competitor to accompany you, thus interesting him in our organization which will work to his advantage.—C. F. Prouty, Sec'y Oklahoma Grain Dealers Ass'n.

## OREGON.

Dallas, Ore.—The mill under construction for the Wasco Warehouse & Milling Co. at this point has just been completed. It is equipped with Barnard & Leas machinery and operated by electric power. General Electric motors and appliances are installed thruout.

## PENNSYLVANIA.

### PITTSBURGH LETTER.

Pittsburgh, Pa.—I expect to take an extended vacation trip beginning in May and lasting most of the summer.—H. R. Jordan.

The Pittsburgh Grain & Flour Exchange is having the best meetings and business sessions this spring that it ever enjoyed. Since it moved into the Wabash Building it has been increasing in popularity right along. The location is much more central and so many of the wholesale firms are in the same building that the habit of getting on 'change easily becomes a very strong one.—L.

Pittsburgh, Pa.—The firm of D. G. Stewart & Geidel has let the contract for a 100,000-bu. reinforced concrete elvtr. to replace the one burned Nov. 8, to the MacDonald Eng. Co. Special equipment for feed grinding, cleaning, drying and sacking will be installed in addition to two 18,000-bu. hopper scales, two elvtr. legs, car pullers, grain shovels and all other up-to-date conveniences and improvements. The elvtr. will be ready for operation July 15.

### PHILADELPHIA LETTER.

The floor of the Commercial Exchange has been covered with new maple flooring, completely overlaying the hard tiling that many members have had productive of rheumatism and kindred troubles. The former floor of yellow pine splintered and was far from satisfactory.

Senator Penrose has had the Rivers and Harbors appropriation bill amended to increase the Delaware river and port of Philadelphia appropriation from \$1,000,000 to \$2,000,000. The additional million will go far toward improving and benefiting the shipping facilities of this port, and exporting grain men have heartily endorsed Senator Penrose's efforts on their behalf.—C.

The agreement under which the Liverpool buyers will receive grain from this port, in reference to future shipments, is as follows: Natural No. 2 corn shall not contain at time of shipment, between March 1 and July 1 in any one year more than 16 per cent of moisture; artificially dried corn No. 2 shall not at time of shipment during any period of the year contain more than 16 per cent of moisture; and certificate of moisture at time of shipment, issued by the chief inspector, shall accompany the documents.—C.

## SOUTH DAKOTA.

Wetonka, S. D.—The Ferguson Elvtr. Co. has bot the elvtr. of L. L. Heil.

Menno, S. D.—The Decker Elvtr. Co. has succeeded Decker & Zelnpfennig.

Sioux Falls, S. D.—Jens Larson of St. Peter, Minn., is now agt. for W. Z. Sharp.

Bonesteel, S. D.—Ed. S. Donahue & Co. has bot the elvtr. recently purchased by Crilly Bros.

Canton, S. D.—The recently organized Mutual Grain Co. has bot the elvtr. of C. H. Fitch.



Chester, S. D.—I am out of the grain business and the house I operated is closed.—Henry Brother.

DeSmet, S. D.—I have succeeded E. H. Leu as mgr. of Farmers Co-operative Co.—R. M. Jorgensen.

Tyndall, S. D.—We have leased the elvtr. of Wm. McBurney. Mr. McBurney is in California.—Slater & Brooks.

Milbank, S. D.—The Farmers Elvtr. was closed for the season, Apr. 13. Mr. Peterson, buyer, has gone to his home in Wilnot until the season opens again.

Centerville, S. D.—T. I. Gunderson, the popular grain man of this place, is a candidate on the Democratic ticket for the office of State Railroad Commissioner.

Geddes, S. D.—The Farmers Elvtr. Co., whose elvtr. burned Jan. 29, having completed preparations for rebuilding the elvtr., is unable to proceed with the work on account of the state law prohibiting the erection of an elvtr. within 100 ft. of another elvtr., which has been invoked by the mgrs. of other elvtrs. operating here. The burned structure stood within the limit but it is argued by the Farmers Elvtr. Co. that the law was intended to prevent new elvtr. companies from building within 100 ft. and does not apply to the rebuilding of burned buildings. The company will institute a test case to determine the proper interpretation of the law.

### SOUTHEAST.

Sumter, S. C.—The Chamber of Commerce, is interested in the establishment of an elvtr. and feed mill in this vicinity.

The West Virginia Brokers Ass'n has been organized by 40 commission brokers, grain, feed and produce dealers of W. Va. The avowed objects of the organization whose officers are W. T. Wiley, Grafton, pres., Guy H. Earl, Clarksburg, vice-pres. and W. T. Triplett of the same town, sec'y-treas., are uniform rules and regulations for grading products handled, arbitrating claims and looking after freight rates discrepancies.

### TENNESSEE.

Nashville, Tenn.—We are indebted to Sec'y E. S. Shannon for a copy of the 17th annual report of the Board of Trade, containing a list of the officers and com'ites and very full and comprehensive reports of the work accomplished by them during the past year. It is handsomely illustrated.

Nashville, Tenn.—At the annual election of the Grain Exchange, Apr. 16, the following officers were elected: E. M. Kelly, pres., R. W. Hale and Caswell E. Rose, vice-presidents, Charles D. Jones, Frank E. Gillette, Henry McClelland, R. Hughes Worke and Alex. Harsh, directors. The directors will appoint the sec'y and treas.

### TEXAS.

Brownsville, Tex.—I am building a small elvtr.—M. Besteiro.

Meissa, Tex.—Perry Burns and Richard Burrage of McKinley are planning to build an elvtr. here.

Paris, Tex.—Carl McWhorter of Gainesville is now mgr. of the elvtr. of the Whaley Mill & Elvtr. Co.

Dallas, Tex.—The Knight, Stieger Grain Co. has increased its capital stock from \$10,000 to \$15,000.

Pampa, Tex.—C. S. Barrett has been elected pres. of the recently organized Farmers Grain & Elvtr. Co.

Amarillo, Tex.—The Early Grain & Elvtr. Co. will install a grain cleaner in its elvtr. and make other improvements.

Austin, Tex.—Moore Grain Co. of Kansas City filed an amendment to its charter, changing its name to the Moore-Seaver Grain Co.

Wellington, Tex.—The elvtr. of the Wichita Mill & Elvtr. Co. at Mahledron, no p. o., has been moved to this station, Ernest A. Cox doing the work.

Pampa, Tex.—The Pampa Grain Co. has advertised for bids on an elvtr. to be erected this spring. The Pelkey Constr. Co. drew the plans.

San Antonio, Tex.—The new plant of the Tamalina Mlg. Co. will have a storage capacity of 75,000 bus. of corn and will be devoted to the grinding of corn products exclusively.

Groom, Tex.—The Farmers Grain & Elvtr. Co. will erect an elvtr., including office and engine room, at this station. The elvtr. will be equipped with a 14 h.p. engine, No. 178 Eureka Cleaner, a Richardson Automatic Scale, wagon scale, Hall Leg and Distributor and a manlift. The P. H. Pelkey Constr. Co. has the contract and will commence work at once.

Fort Worth, Tex.—At the annual election of the Grain & Cotton Exchange, Apr. 10, T. G. Moore, former director, also a former treas., was unanimously elected pres., Tom B. Owens, vice-pres., W. W. Manning, treas., and Emmett B. Wooten, sec'y for the third term. The pres., vice-pres. and treas., and W. B. Stowers and Paul Crusemann form the board of directors.

### UTAH.

Ogden, Utah.—The W. O. Kay Elvtr. Co. of this city is planning to erect an elvtr. at Sugar City.

Cache Jct., Utah.—The State Milling & Elvtr. Co. has just completed its mill of 200 bbls. daily capacity. It is equipped with Barnard & Leas machinery and operated by General Electric motors.

Salt Lake City, Utah.—The spring convention of the Utah State Millers & Grain Dealers Ass'n was held at Hotel Utah, Apr. 4, nearly 100 members being present. Pres. Henry H. Blood of Kaysville, delivered the address of welcome and explained that the object of the ass'n is to induce the farmers of Utah to raise uniform grade and species of wheat to make the best flour. Other addresses of interest were "The Growing of Turkey Red Wheat," by James W. Webster, of Rexburg, and "Utah as a Wheat Growing State," by Dr. J. Harris. A banquet in the evening closed the very successful meeting which will be repeated in the fall. The annual convention will be held July 20.

### WASHINGTON.

Latah, Wash.—The Farmers Union Grain & Supply Co. is the new name of the Farmers Union Grain Co., notice has also been filed of an increase in the capital stock from \$10,000 to \$25,000.

Tacoma, Wash.—The state tax commission having accepted a recent supreme court ruling, is instructing county assessors that grain that was on cars on March 1 or loaded before noon of that day, is grain in transit and is not subject to local taxation.

Seattle, Wash.—The Grain Com'ite of the Merchants Exchange held a meeting Apr. 16 and decided to protest the state grain taxation rules as they now stand. The sentiment of the members of the com'ite was that the present method of taxing grain in warehouses on March 1 is not only very unjust, but that it tends to drive the grain business away from this market and send it to Portland, where the tax is nominal. They do not object to a tax on wheat and other grain, but they feel that the present method of taxation is inadequate. On the present basis of taxation the tax on wheat found in warehouses on March 1, when the assessments are made, amounts to over 1 cent per bu., and they think as long as the law remains as it is Seattle will not become the great grain market which it should. The Com'ite made a preliminary investigation of the situation. One suggestion made was that a law similar to that in operation in Minnesota be passed in this state.

### WISCONSIN.

West Salem, Wis.—N. I. Bolles is building an elvtr.

Marion, Wis.—Herman Zillmer has bot the elvtr. of the Finsterwald Co.

Loyal, Wis.—Rahm Bros. have purchased land and will erect an elvtr. and warehouse this summer.

Milwaukee, Wis.—The Glavin Grain Co. was dissolved Apr. 1, and I will continue the business.—Chas. F. Glavin.

Antigo, Wis.—W. F. Ophoven, of Watkins, Minn., has bot the interest of John Wirtz in the elvtr. of A. Lauby & Co.

Madison, Wis.—A test of 149 samples of seed corn at the University of Wisconsin, the corn coming from 7 counties, gives an average of less than 57% good.

Superior, Wis.—J. E. Kernan has been reappointed by the governor as a member of the Wisconsin Grain & Warehouse Commission which has charge of grain inspection at this port.

Janesville, Wis.—The Fifield Lumber Co. has bot the old grain elvtr. of the Janesville Wholesale Co. and will use it for coal. The elvtr. has not been used for grain storage for some time.

Portage, Wis.—Work has been commenced on the 40,000-bu. elvtr. of I. W. York & Co. The building will be 31 ft. in diameter and 90 ft. high and will be constructed entirely of reinforced concrete.

Milwaukee, Wis.—Supervisors of grain inspection and weighing recently appointed by the directors of the Chamber of Commerce are H. H. Peterson, D. G. Owen, A. K. Taylor, Emil Liesenberg and H. M. Stratton.

Lodi, Wis.—Wm. A. Caldwell, sec'y of the Lodi Grain Co., died recently at the age of 65. Mr. Caldwell had been in the grain business for many years and was also a banker. He is survived by his wife and one daughter.

Prairie du Sac, Wis.—A farmers elvtr. company is being organized. J. W. Waterbury and Andrew G. Accola are interested. A meeting will be held May 4, when it is hoped that the organization can be perfected and a board of directors elected.

Superior, Wis.—The contract for the new 175,000-bu. elvtr. to be erected by the American Mlg. Co. has been let to the Barnett & Record Co. The elvtr. is to be of wooden construction with a marine leg for loading and unloading grain to and from boats.

Milwaukee, Wis.—The \$90,000 elvtr. which is being erected by the Chicago & North Western Ry. Co. to replace the one recently burned, will be the first all concrete elvtr. in this city. It will be 71x169 ft., two tunnels and a bridge will connect the elvtr. with an adjoining building.

Janesville, Wis.—The flour and feed mill and elvtr. of E. P. Doty, containing 3,000 bus. of wheat, 3,000 bus. of rye, 1,000 bus. of shelled corn, 500 bus. of barley and a quantity of oats, was struck by lightning at 3:15 a. m., April 14, and burned to the ground. Total loss, \$25,000; insurance, \$5,000 on stock and \$4,000 on building. The bins of wheat and shelled corn were located on the river side of the building and practically all of it fell in the river. The salvage will be small.

### WYOMING.

Pine Bluffs, Wyo.—The Frontier & Elvtr. Co. will rebuild the elvtr. recently burned.

Powell, Wyo.—The M. C. Peters Mlg. Co. of Omaha, is contemplating the erection of an alfalfa mill at this station.

More than 12,000 miles of state roads have been designated in Minnesota according to the annual report of Geo. W. Cooley, sec'y and engineer of the state highway commission, which will be issued in the near future. State roads are those that are approved by the commission which pays one-half the cost of the road up to the amount of the allotment for the year in which the road is built.



## THE LIMA MEETING.

The Northwestern Ohio Hay and Grain Producers and Shippers Ass'n held a meeting in the Auditorium of Elks Home at Lima, Ohio, Friday, Apr. 19.

The forenoon was devoted to an exhibiting of seed testing by the rag doll method conducted by Bert Ball, Secy Crop Improvement Com'te. Mr. Ball stated that of several tests made but few cereals showed they were fit for seed. Good seed corn is scarce and is selling from \$5.00 to \$7.00 per bu.

The meeting was called to order at 1:30 p. m. by Pres. Dolby.

Sec'y T. P. Riddle announced that the railroads in Ohio and Indiana had recently filed new tariffs whereby shippers will be required to furnish their own grain doors when no car doors are at station, or wait until the railroad furnishes them with a supply. Old tariffs were annulled by the railroads. He also stated the Indiana Ass'n had filed a protest with the Interstate Commerce Commission and he suggested that this Ass'n do likewise. This was acted upon and a resolution passed to the effect that where grain dealers supply own grain doors old tariff should apply.

The plan to secure expert scale inspection and repairing of scales similar to the ones now in use in Indiana, Illinois, Iowa and Kansas was thoroughly discussed by the dealers and finally adopted. Sec'y T. P. Riddle was authorized to employ an expert, and all scales will be sealed by an official sealer.

A. P. Sandles, Sec'y of State Board of Agri., addressed the dealers on the "Boys' Corn Growing Contests." It was recommended that the grain men in each county in the tri-State territory urge that a fund be raised to send to Washington on a pleasure trip the boy who shall produce the best acre of corn in his county. A number of counties have raised sufficient funds to send one boy.

W. R. Evans of Putnam County was awarded the prize given by D. R. Risser of Vaughnsville for the best ten ears of seed corn.

Bert Ball, Sec'y Crop Improvement Com'te of Council of Grain Exchanges, discussed the advantages of forming county crop improvement societies in every county. A plan was outlined and met with favor, but no definite action was taken.

Mr. E. C. Eikenberry, Pres. of Ohio Grain Dealers Ass'n, made a short talk.

It was decided that every dealer should have one or two farmer friends accompany him to next meeting for the purpose of letting him know what is going on at each meeting and to become better acquainted. Adjourned.

At the conclusion of the meeting the dealers were photographed in front of the

Elks' Home with "Big Lil," the Ohio Centennial advertising elephant in the foreground.

## Banquet.

A banquet was served at 6 o'clock in the ballroom of the Elks' Club with Pres. Wm. T. Dolby as toastmaster.

Popular songs were supplied by Grain Dealers' Journal and the dealers made the place ring in chorus.

A special feature of entertainment was the playing and singing of Marguerite Zender. Madame Blattenberg proved a great surprise to all.

The most interesting of all was the Badger fight with two bulldogs. J. D. Spangler held the badger, but not very long. According to Sec'y Riddle the purpose of this fight was to illustrate two grain dealers fighting and show how foolish it was. Nobody knows who won the fight.

The generous contributions for the relief of the Kentuckians suffering from too much water were wasted at the bar.

The sheriff's interference with the badger fight is claimed by Pollock to have been a put up job.

Toledo sent Col. E. L. Southworth of Southworth & Co. and A. B. Guitteau.

From Buffalo were J. J. Rammacher, Sec'y Eastern Grain Co.; J. G. McKillen, reftg. Dudley M. Irwin, S. M. Ratcliffe and W. J. Heinold.

J. A. A. Geidel was the only representative from Pittsburgh.

Ohio dealers in attendance were: F. D. Brandt, Van Wert; H. Bresler, W. Cairo; H. O. Barnt, Delphos; A. H. Clay, Monticello; B. F. Camp, Bowling Green; E. T. Custerborder, Sidney; R. C. Deffenbaugh, Columbus Grove; Henry Detjen, Moulton; T. G. Edwards and J. A. Edwards, Gomer; C. W. Franklin, Leipsic; H. W. Fish, Sec'y Ohio State Millers' Ass'n, Mansfield; H. L. Frisinger, Rockford; C. I. Faust, Spencerville; A. L. Garman, Delphos; C. H. Ginn, Houston; R. J. Hauss, Bellefontaine; L. F. Hammon, Florida; Chas. B. Krohn, Grelton; Jesse Lewis, St. Paris; Otto Lang, Delphos; E. Levy, Napoleon; W. C. Long, Convoy; J. Wand, D. W. McMillen, Van Wert; C. W. Moog, Ney; H. A. Parrott, Monticello; W. G. Poast, Columbus Grove; H. G. Pollock, Middleport; L. G. Odenweller, Ottoville; D. R. Risser, Vaughnsville; E. F. Reichelderfer, Cridersville; R. F. Stephenson, Dawson; H. I. Staley, Dawson; J. W. Simmons, Pemberton; J. D. Spangler, Defiance; W. H. Slaybaugh, Luckey; L. J. Vocke, Napoleon; J. E. Wells, Quincy; A. Wetherhill, Spencerville.

Supply men in attendance were: F. H. Oakes, reftg. Universal Portland Cement Co.; Melvin Young, reftg. Philip Smith Mfg. Co.; J. O. Harmon, reftg. Badger Car Mover Co.; G. H. Baxter, reftg.

Richardson Scale Co., and N. C. Webster.

A sample blackboard for posting daily prices made by E. M. Bornhoft, Chicago, was exhibited and dealers displayed great interest in it.

## Elevation Allowance Before Commission.

The Interstate Commerce Commission gave an all day hearing to the representatives of the grain exchanges Apr. 24 on the proposed revision of the elevation charge rulings of the Commission. The full commission heard the testimony.

The representatives of the grain markets presented recommendations prepared at a meeting held at Chicago Apr. 18, by J. O. Ballard, Geo. F. Powell, Chas. Rippin and Marshall Hall of St. Louis; Geo. A. Schroeder of Milwaukee; W. T. Cornelson of Peoria; Alfred Brandeis of Louisville, representing the Grain Shippers' Ass'n of Louisville, New Albany, Evansville, Henderson, Cairo and Nashville; Henry L. Goemann of Toledo, representing Toledo Produce Exchange, Cincinnati Chamber of Commerce, Detroit Board of Trade, Indianapolis Board of Trade, Buffalo Corn Exchange and Goemann Grain Co.; E. G. Brown, J. J. Stream, H. D. Richeson, C. B. Pierce, W. C. Ervin, rep. Ed. Andrew, W. M. Hopkins of Chicago, and C. B. Stafford of Memphis. Their recommendations follow:

FIRST: As to the matter of elevation allowance to be paid by railway companies for handling grain thru an elevator: It was understood that at the hearing in Washington on the 24th before the Interstate Commerce Commission representatives of this meeting would advocate that the Commission issue an order covering elevation allowance to be paid by the railroads for handling grain thru an elevator of 1/4c per bushel, the order not to specify any time in which the handling should be done.

SECOND: As to the charges for commercial services performed by a railroad operated elevator, the following were recommended as being fair and reasonable:

When grain is handled thru an elevator operated by a railroad company, it is understood to mean a direct transfer and does not include any time in which grain may be held in storage.

When commercial services are performed on grain handled thru an elevator operated by a railroad company, the following minimum charges shall be made: For clipping, 1/4c per bu.; for cleaning, 1/4c; for sacking, sacks and strings to be furnished by owner of the grain, 1/4c; for mixing or turning, 1/4c; for sulphuring, 1/4c; for drying grain grading No. 4 or better, 1c per bu.; grain grading lower than No. 4, 1 1/2c per bushel, storage charges to be 1/4c per bu. for each ten days or part thereof.

Any loss in weight of grain, caused by any or all of the above processes, must be borne by the owner of the grain. If the grain so handled is insured, the cost must be borne by the owner of the grain.

It was further understood that the Commission should be asked to make an order fixing the above charges as the minimum to be assessed by the railway companies for the services in the commercial handling of the grain as above indicated.



Ohio Grain Dealers Hiding Behind an Elephant at Lima Apr. 19.



## Grain Carriers

The Turner-Hudnut Co. is building a 14,000-bu. barge for Hennepin Canal service in Illinois.

The final survey of the new line of the C. M. & P. S. Ry. between Great Falls and Lewiston, Mont., has been completed.

The grain embargo at Port Arthur was lifted Apr. 15 by the Canadian Pacific Ry. and all shipments offered in western Canada for Port Arthur terminals are accepted. Shipments to Duluth will be discontinued.

The largest full cargo of corn ever shipped from Baltimore to Liverpool was exported recently by John T. Fahey & Co. The corn, which amounted to 270,000 bus., was carried by the steamship Nantwen.

Failure to provide cars at the time agreed upon is the ground for a suit brought against the C. M. & St. P. by Albert T. Sanders, a grain dealer of Fisk, Wis. Mr. Sanders alleges that he lost money on the sale of 2,450 bus. of oats, due to the railroad's procrastination, and demands \$245 damages.

Preparations for the construction of the New Welland Canal are under way and it is that that the actual work will be started by fall. Contractors will be asked to submit detailed plans and specifications. The work will cost \$45,000,000.

The car surplus Apr. 11 was 94,943, compared with 52,682 Mar. 27, according to a current bulletin of the American Railways Ass'n. The increase is due to the arrival of spring and a consequent relief of the congestion which was prevalent throughout the country all winter. The shortage, however, is still as high as 15,554 cars.

The New York Chamber of Commerce aided the free ship movement by adopting the resolution presented by Welding Ring, advocating free ships—vessels built in any country with the privilege of having them admitted to American registry and fly the American flag. The matter seems to be taking on a business as well as a patriotic aspect.

A new and low grade line will be built by the Burlington between Thermopolis, Wyo., and Kearney, Neb., according to an announcement by officials of the company. The new cut-off between Northport and Kearney will open up a broad new country along the north side of the Platte and North Platte rivers.

Foreign shipping is being hampered in Baltimore by a strike among 1200 to 1500 stevedores, who are asking an increase in pay of not less than 5c an hour and that the steamship agents sign an agreement recognizing the union. Many ocean-going vessels are hung up at the piers awaiting cargoes and the situation is becoming acute. Efforts are being made to bring in laborers from other cities to take the places of the strikers.

In all 40,000,000 bus. of wheat are waiting to be moved from Fort William, Ont. Of this vast amount 5,000,000 bus. are stored in elvtrs. and boats, 3,000 cars are standing in the yards loaded with grain and the remainder has been stored in any place available. Shippers are eagerly awaiting the opening of navigation. Two big tugs have been breaking a lane thru the heavy flocs and are proceeding several miles a day.

Plea for the readjustment of the rate on distillers dried grain from Midway, Ky., to Norfolk, Va., has been made before the Interstate Commerce Commission by the S. J. Greenbaum Co., of Midway, Ky. The complainant demands a fair chance to compete with Louisville manufacturers and shippers and denounces the rate of 17c exacted by the carriers as exorbitant in view of the fact that the rate from Louisville to Norfolk, 80 miles farther, is but 11c. The latter rate is asked. The petition names the C. & O. and the L. & N.

Lake navigation is open between Chicago and Cleveland. Lake Erie east of Cleveland is covered with heavy ice, but the Mackinac Straits are open, altho the water is filled with great cakes of floating ice. The channel at the Soo is open from Point Iroquois above the town to Sailors' Encampment below town. Below that the ice is softening and turning dark and boats will be able to get thru about Apr. 25. The Duluth harbor proper is open, but Lake Superior east of Keewenaw Point is filled with heavy ice.

J. C. Lincoln, former traffic commissioner for the St. Louis Merchants' Exchange and former president of the National Industrial Traffic League, has been appointed manager of the Traffic Bureau of the Merchants' Ass'n of New York, with headquarters in New York City. He will begin his duties May 1. Mr. Lincoln was with the St. Louis Exchange in the above-mentioned capacity for 6 years and was the first pres. of the National Industrial Traffic League. He gained his early experience with the Missouri Pacific Ry. with which he was connected for 18 years.

In the harbors at Fort William and Port Arthur are 33 boats, all loaded with wheat. In the U. S. bottoms are 4,880,000 bus., while the Canadian fleet contains 1,500,000 bus. The entire Canadian fleet, which has a capacity of 7,000,000 bus., is chartered for two additional trips. For one trip alone 4,000,000 U. S. tonnage is chartered, to arrive light. This shows 24,380,000 bus. actually under charter and 6,300,000 bus. actually loaded. Canadian lake terminals hold in store 22,000,000 bus., about 1,750,000 are in transit and 19,000,000 bus. are in store at country elvtrs. Between 6,000,000 and 7,000,000 bus. are in store at Duluth.

A branch extension of the Great Northern Ry. in North Dakota and Montana will soon be built to cover 256 miles in North Dakota and 10 miles in Montana. In North Dakota it will commence at New Rockford and run west thru Eddy, Wells, Sheridan and McLean and thru Dunn and McKenzie Counties to the west border of the state, where it will cross the Missouri River and continue into Dawson County, Mont. The new branch is expected to eventually bring the northern and northeastern portion of North Dakota into closer connection with Bismarck.

Two months of grace to make just rates have been given the railroads carrying grain out of Omaha, Neb., and Sioux City, Ia., thru South Dakota, Nebraska, Minnesota and Iowa following a complaint made to the Interstate Commerce Commission by the Sioux City Elvtr. Co. and others. If an agreement is not reached by June 15 the Commission will fix the rates. In another respect, however, the Sioux City grain interests were not so successful in getting what they wanted from the Commission. A proportional rate on outbound shipments, similar to those of Omaha and Kansas

City, had been asked for, but the Commission took adverse action. This is a severe blow to Sioux City grain ambitions, as local shippers have long been endeavoring to establish the city on the primary basis.

The Chicago east-bound lines have amended their tariffs, effective May 1, to provide an additional reason for which the transfer allowance of  $\frac{1}{4}$ c per bu. on grain is allowable, namely, grain handled under transit rules. With this addition the tariffs of the carriers provide the following nine reasons for which the allowance is authorized: Bad order cars, to secure heavier loading, to release cars which owners will not allow to run thru, when condition of grain calls for transfer to protect railroads from loss, to secure the weight of grain not previously officially or regularly weighed, when required by state laws of inspection, when transfer at junctions is required by Board of Trade rules, to obtain weights for billing purposes, grain handled under transit rules. Claimants' bills must specifically state one or more of the nine reasons for which the allowance is made.

Proposed advances in the rates on coarse grain and malt from between Minneapolis and Chicago and Minneapolis and St. Louis have created a wide-spread feeling against the railroads in the Twin Cities and grain men have notified the carriers that if they file tariffs on their proposed new schedules they will appeal to the Interstate Commerce Commission, with flagrant discrimination as the main charge. The tariff would increase the flax and malt rates from Minneapolis to Chicago from  $7\frac{1}{2}$ c to 10c. Coarse grain rates would advance from  $7\frac{1}{2}$ c to  $8\frac{1}{2}$ c. The coarse grain rate from Minneapolis to St. Louis of  $10\frac{1}{2}$ c would be increased to  $12\frac{1}{2}$ c. Malt and flaxseed would go from  $10\frac{1}{2}$ c to 14c. The hearing will be held Apr. 29 at Chicago.

The natural shrinkage deduction rule embodied in Circular No. 1-H of the Western Trunk Lines, effective May 1, is as follows: "Where there are recognized state, board of trade or grain exchange weights, arrived at points of origin and points of destination under usual form of agreement, also when weighed under special agreements with the Western Railway Weighing Ass'n, having first had recognized weights at points of origin as provided above, in the adjustment of claims for loss the allowance to be deducted for natural shrinkage will be, on wheat, flaxseed, rye, oats and barley, C. L.,  $\frac{1}{8}$  of 1%; and on corn  $\frac{1}{4}$  of 1%. These rules will not apply in connection with the A. T. & S. F. Ry., C. B. & Q. R. R., C. G. W. R. R., C. M. & St. P. Ry., C. R. I. & P. Ry., C. & A. R. R., C. & N. W. Ry., C. St. P. M. & O. Ry., Gt. Nor. Ry., Ill. Cent. R. R., M. & St. L. R. R., M. St. P. & S. S. M. Ry., Mo. Pac. Ry., M. N. & S. Ry., Sou. Iowa Traction Co. and Wabash R. R."

A proportional rate from Wichita similar to the one now in effect at the Missouri River is asked by the Wichita Board of Trade, members of which recently appeared before the Interstate Commerce Commission and made arguments to show why this shud be given. They declared that Wichita is a broadening grain market and that discriminatory treatment by the railroads is acting as a handicap. Wichita, they declared, shud have rates as favorable as those allowed to Kansas City. Under the present system there is more or less delay in filling orders for the southwest. The complainants ask the privilege of shipping grain out over



any of the lines and not necessarily over the line on which it comes into the city. The present milling-in-transit arrangement requires grain to be shipped out over the same line which brings it into the city and this is what has been most irksome to shippers.

Twenty-three new towns will be placed on the map in North Dakota and Montana, according to an announcement of the Northern Pacific Ry., which has started work on more than 200 miles of branch lines. The new branch from Pingree to Wilton, N. D., 93 miles, will be in operation by June 30; the line from Mandan to Stanton, N. D., 53 miles, will be ready for business in July and the line from Sidney to Glendive, Mont., 52 miles, will be thrown open to the public about the same time. Between Pingree and Wilton the following towns will become stations: Vashiti, Woodworth, Pettibone, Robinson, Turtle, Wing, Regan and Still. The new stations between Mandan and Stanton will be Rock Haven, Harmon, Price, Sanger, Hensler and Fort Clark; between Glendive and Sidney: Stipek, Intake, Burns, Savage and Crane. The territory opened by the new railroad branches is a great spring wheat country and raises some of the finest barley and oats in the world.

Indiana railroads are canceling tariffs and supplements with the state railroad commission that provided for payment to shippers for grain doors furnished by them even when the railroad companies have failed to supply them. Sec'y C. B. Riley, of the Indiana Grain Dealers Ass'n has filed a protest with the state commission and a hearing will be held May 16 in Indianapolis, at 10 a. m., at the rooms of the commission. Indiana grain men are asked to be in attendance prepared to give evidence or to write Mr. Riley in full in order that he may put the letter in evidence. Action in canceling tariffs has been taken by the roads in C. F. A. territory, including several of the central eastern states. Both the C. F. A., operating east of Chicago and the Trunk Line Com'ite operating west of Chicago, are taking the position that they "will not permit shippers to supply grain doors." This has been forced upon the roads by the rulings of the Interstate Commerce Commission and the various state supreme courts that it is the duty of the railroad company to supply a suitable car, and a suitable car is one sufficiently provided with grain doors.

Discriminatory rates on grain and grain products from points on the Union Pacific Ry. in Kansas to all points in Texas have caused the Wichita Board of Trade to appeal to the Interstate Commerce Commission in an effort to secure more favorable tariffs. At the hearing it was brot out that grain which comes from Kansas points on the Union Pacific is charged at a higher rate than that which originates on the Rock Island and Santa Fe. It was recommended that the Interstate Commerce Commission should take the rates at Rock Island and Santa Fe junctions with the Union Pacific and make the thru rate  $\frac{1}{2}$ c additional for each additional 50 mile haul. The complainants claim that on the Rock Island Ry., east of the Kansas-Colorado line, the rate on wheat to Texas group points is 35c, while the Santa Fe's rate is 33c on wheat and 30c on corn; that the rate on wheat is 40 $\frac{1}{2}$ c and on corn 35c on the Union Pacific between the Rock Island and Santa Fe. This makes a 5 $\frac{1}{2}$ c lower wheat rate and a 3c lower corn rate on the Rock Island than on the Union Pacific,

although the haul is longer. The corresponding rates on the Santa Fe are also 7 $\frac{1}{2}$ c lower on wheat and 5c cheaper on corn. Wichita grain men claim that the higher rate on the Union Pacific is discriminatory in that the prices paid for grain shipped on that road are less because of the shipping rate. The hearing has been concluded. Examiner Lyon ruled that the brief of the complainant should be filed June 1, and the answer brief of the railways by July 1.

Wholesale advances in freight rates all over the country under the guise of seeking uniformity is the essence of the attitude of the railroads as expressed in Classification No. 51, which has been sent up to the Interstate Commerce Commission by the Western Classification Com'ite. The shippers will fight the obnoxious rates to a finish when the final hearings are given in Chicago and Kansas City.

The proposed 1c advance in rates on grain and grain products from Ohio river crossings, which the railroads in the Central Freight Ass'n are trying to put into effect, came to an issue Apr. 17, when representatives of that organization met at Chicago to discuss the matter with the shippers of the region which would be affected. Those in support of the proposition were the 26 carriers, members of the Illinois Freight Com'ite, represented by W. H. Hosmer, Chicago, and W. M. Hopkins, Mgr. of the Transportation Dept. of the Chicago Board of Trade. In opposition were the following markets with delegates: Peoria, W. T. Cornelison; Illinois Grain Dealers' Ass'n, S. W. Strong; Cairo, W. M. Rust; Louisville, Ky., Alfred Brandeis and H. H. Bingham; Evansville, A. F. Files; Cincinnati, H. E. Richter; St. Louis, Geo. P. Powell;



Chas. C. Hoffman, Indianapolis, Ind.  
Official Scale Inspector of Indiana Grain  
Dealers Ass'n.

Indianapolis, J. M. Brafford; Farmers Grain Ass'n, J. A. McCreery, Sec'y. Memphis was also represented. The meeting lasted from 10 a. m. to 2:30 p. m. and ended with an agreement that the whole matter would again be taken into consideration by the carriers, who are to make report to those present, and, if the conclusions are not satisfactory, another hearing will be called. In the meantime, the effective date, which was set for June 1st, has been suspended pending further proceedings.

## STATION AGENTS MUST Purchase Grain Door Lumber.

The Western Trunk Line Com'ite. in Circular No. 1-H, effective May 1, has adopted the C., B. & Q. rules on furnishing grain door lumber published in the Journal Dec. 25, page 925, quoting G. F. O. No. 3457-D, Supplement No. 8.

This action is important as extending the provisions of the tariff to all lines embraced in the Western Trunk Line Com'ite, including the Santa Fe, Alton, C. & N. W., Burlington, Great Western, Indiana Southern, C. M. & St. P.; C., P. & St. L.; Rock Island; Omaha; Joliet Belt Line; Des Moines & Southern; Great Northern; Illinois Central; Iowa & St. L.; K. C. S.; M. & St. L.; Soo; Katy; Missouri Pacific; Northern Pacific; Q., O. & K. C.; Frisco; Wabash and over 30 lesser lines. The rule in force after May 1 follows:

Suitable grain-door boards will be furnished at all loading stations for use in cooping cars, and in the event that the supply at any station should run short, the local agent is authorized to purchase the necessary lumber until such time as his supply of grain-door boards is replenished.

A uniform charge of \$1.75 per car will be assessed on all carloads of grain or grain products consigned or ordered to elevators, mills, warehouses or other points of unloading where parties unloading appropriate or fail to account to the in-bound carrier line for grain doors or grain door material in cars at time of delivery.

Agents at loading or transfer points must show on face of way-bills the number and dimension of grain-door boards used or the height from the car floor in inches of the temporary grain-door protection applied in cooping each car; also the approximate weight thereof.

## Books Received

STATISTICAL ANNUAL of the Daily Market Record for 1911 is a 9x5 $\frac{1}{2}$  book of 135 pgs. and contains statistical information pertaining to the grain and milling industry. The grains included are wheat, corn, oats, barley, rye, with flax and flax-seed products, hay, elevators (list of and capacity), crop reports, grain statistics of different markets, miscellaneous grain statistics of the U. S. and grain statistics of foreign countries. In the book are tables and other odds and ends of information which will be found of very practical value. Compiled and published by The Daily Market Record Publishing House, Minneapolis, Minn.

The removal of Louis Cella, Angelo Cella and Samuel Adler of St. Louis, Mo., to Washington, to stand trial on the charge of operating a bucket-shop in the District of Columbia where they were indicted in Apr. 1910, has been ordered by the federal court for the second time. Commissioner Shields ordered them to Washington for trial in Apr. 1910, but the defense demurred and was sustained, the defendants being discharged. Later the Court of Appeals of the District deciding in favor of the government on appeal, they were rearrested and on second hearing were again ordered removed, Judge Hough of the District Court approving the finding of the Commissioner and issuing the order.



## Supply Trade

Ft. Wayne, Ind.—The National Mill Supply Co. has increased its capital stock to \$100,000.

Utica, N. Y.—The Munson Bros. Co. is building a new plant, and expects to occupy it about May 1st.

Crawfordsville, Ind.—Notice has been filed of the dissolution of the Crawfordsville Seed & Grain Separator Co.

Upland, Neb.—A new automatic grain distributor, the invention of T. C. Lorenzen, has been placed on the market.

Jackson, Mich.—Frank Hutchison has succeeded John Hutchison Mfg. Co. and will continue to manufacture corn shellers, etc.

Passive advertising copy helps readers who are seeking it, but active copy sticks right out and impresses the reader before he expects it.

Indianapolis, Ind.—The Ideal Seed & Grain Separator Co. has secured amendment of articles providing for 11 instead of 3 directors.

Chicago callers—P. J. Milliken, Pres., Union Iron Works, Decatur, Ill.; C. L. Aygarn, Mgr., Challenge Mfg. Co., Seneca, Ill.; A. F. Sitterly, gen. mgr. of S Howes Co., Silver Creek, N. Y.

Nashville, Tenn.—The Wolf Co. mill builders of Chambersburg, Pa., have opened an office in the First National Bk. Bldg. for their business in Kentucky, Tennessee, Alabama and Mississippi.

Lakota, N. D.—The Nelson Grain Saver Co. has been incorporated with a capital stock of \$20,000, for the purpose of manufacturing a recently invented grain saver, a device to be attached to any binder.

The business of the Richardson Scale Co. of Chicago, has increased so much during the last twelve months, that it has found it necessary to move to much more extensive offices on the nineteenth floor of the Republic Bldg. at 209 S. State St.

Suppose you were talking to a prospective buyer about your goods and you only had time to give him one argument in their favor, what would it be? Make up your mind on that point and then write an advertisement about it and you will have a good one.—*Mahin's Messenger*.

"Every fraudulent or dishonest advertisement strikes a blow at the value of all advertising, and every publisher who aids in the printing of such an advertisement impairs not only the value of advertising in general, but the value of advertising in his own publication in particular."—*Louis Wiley*.

Chicago, Ill.—The Allis-Chalmers Co.'s affairs are again in the courts. A bill for a receivership for the Illinois properties was recently filed before Judge Landis by the First National and the Wisconsin National Bank of Milwaukee. This move is opposed by Wm. J. Chalmers, one of the largest stockholders.

### New Size of the Bowsher Mill.

The N. P. Bowsher Co. of South Bend, Ind., has just completed patterns for a new size of its combination mill, to be known as No. 1½, designed the same as No. 0.

The reason for making the No. 1½ mill lies in the demand for mills that will operate with 4 and 6-h.p. engines, and the

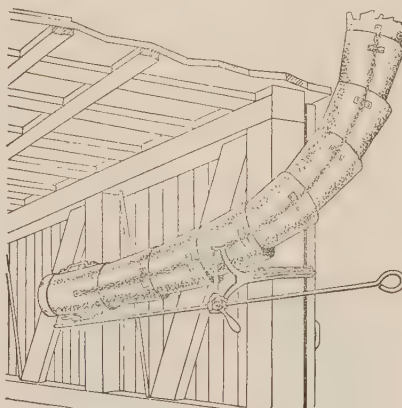
No. 0 mill is not large enough to fully utilize all the power of a 4 or 6-h.p. engine on every kind of work. The grinders in the No. 1½ mill are exactly the same size as those in the No. 2 mill, which No. 2 mill is capable of utilizing all the power of a 6-h.p. engine, but which can be run in a most satisfactory manner with a 4-h.p. engine. This has been demonstrated by the experience with the No. 2 mill of over 18 years in the field.

The No. 1½ mill, having a long hopper with a long crushing and feeding sleeve, will feed itself on ear corn. In grinding small grain it will handle itself just as successfully as the No. 2. The No. 2 is a most successful grinder of small grain and a thoroly good grinder in handling ear corn provided the owner is willing to feed the ear corn by hand.

No provision is made for driving with a tumbling rod attachment on the No. 1½; neither is there any provision for placing a heavy extra balance wheel; but a shell-er pulley can be provided if it is required. The No. 1½ mill is provided with a sacking elevator with 3 in. cups. This elevator is of the style as the No. 2 mill.

### A Good Spout Holder.

No elevator operator enjoys climbing into the car to drive a nail in the roof from which to hang the loading spout. A better way is to use a grain spout



holder such as that shown in the engraving herewith. This appliance is really more than a spout holder, as the operator can easily change the direction of the spout while the grain is flowing, thus placing the grain just as desired without getting into the car at all. It is reversible and can be placed at either side of doorway.

To apply, attach holder to the jamb of the door by means of the clamping screw at height desired. Pass the grain spout over the arm. Loosen the adjusting rod and engage the hook with the bail of spout and push to any desired position, then clamp in place by means of the wrench and thumb-screw. When one end of car is loaded, move the holder to the other side of door and proceed as before.

Altho the appliance is new and has been pushed only a few weeks, its reception by the trade is very gratifying to the manufacturers, the Warner Mfg. Co.

Exports of glucose during the 8 months prior to Mar. 1, 1912, amounted to 94,647,267 lbs.; compared with 88,243,319 lbs. in the similar period in 1910-11, as reported by O. P. Austin, chief of the Bureau of Statistics.

### Selecting Seed to Avoid Flax Canker.

Flax canker is caused by a parasitic fungus, closely resembling the wilt fungus, being however more strictly a parasite, doing notable damage by forming cankers near the ground line, according to Press Bulletin No. 52 of the North Dakota Agri. Ex. Sta., issued by Prof. H. L. Bolley, botanist. Prevented by the cankers from the usual enlargement of the stem, the canker-sick plants will produce cankered seeds which in turn will produce more cankered plants, the young seed leaves often bearing cankers or sore spots before the seeds germinate.

Broken over plants and the general sickening and yellowing of young plants of later crops, shrunk or concave seeds that when the hull is removed show purplish sores or spots on the seed leaves or on the root tips, are sure indications of the presence of the canker fungus, whose chief source of transmission to new lands is thru internally infected seeds, which are all more or less shrivelled and light in weight.

To select flax seed to avoid canker, the best way is to examine the fields before harvest. Save the seed from a healthy field. The flax shud be harvested as soon as it is ripe and shud be threshed as soon as it is dry. The canker fungus, like wilt, spreads rapidly thru the seed coats of damp flax seed. A sample of flaxseed which shows many seeds with concave spots shud be looked upon with suspicion. Grade all seed thoroly so as to eliminate such seeds and treat it as for wilt.

### A NEW ASS'N.

The Merchandise Brokers Ass'n, organized at Roanoke, Va., Feb. 22, held a second meeting, Apr. 8, at Lynchburg, and adopted constitution and by-laws.

The object of the Ass'n is to secure the harmonious and concerted action of merchandise brokers towards such ends as may be to their benefit and profit; such as correcting trade abuses; discouraging unfair and dishonest practices among shippers, brokers and buyers; collecting and disseminating accurate and reliable information of interest to its members; using its influence in lawful ways to protect its members from unjust and unlawful dealings of any person or firm; promoting a broader and friendlier intercourse between its members and between its members and the shippers and buyers with whom they deal.

Charter members of the Ass'n are: American Brokerage Co., Horton & Snyder and A. W. Howard, of Roanoke; Moon-Taylor Co. and Owen & Jennings, of Lynchburg; Lacy Bros. and Reynolds & Thornhill, of Bluefield, W. Va., and Tidewater Brokerage Co., of Suffolk, Va., the officers being John T. Owen, pres., M. W. Reynolds, first vice-pres., W. L. Andrews, second vice-pres., J. S. Moon, third vice-pres., and R. W. Lacy, sec'y and treas. These officers with J. M. Horton constitute the board of directors.

It was decided to hold the annual meeting in August of each year, the place and exact date to be decided at the next meeting.

Three thousand rag baby folders have been furnished to H. M. Cottrell, Agr. Com. of the Rock Island Ry., who will give them to the school children ahead of the five corn trains which run on that line thru Iowa. The first train left Davenport Apr. 2, and completes its run with Council Bluffs.



## Feedstuffs

New York parties are said to have purchased the Warner Elvtr. at Jordan, N. Y., with the intention of remodeling it for the manufacture of balanced ration horse feed.

We advocate no change in the tariff on sugar as our knowledge of the sugar beet pulp business leads us to believe that a reduction in the tariff would work injury all round.—Geidel & Dickson.—L.

Fifteen cars of hay were loaded recently at St. John, New Brunswick, near the extreme eastern part of Canada, for shipment as far west as Toledo, O., an incident in the feedstuffs scarcity.

Minneapolis received 5,030 tons of feedstuffs and shipped 59,404 tons during March; compared with 3,688 tons received and 55,754 tons shipped in March, 1911.—John G. McHugh, sec'y Chamber of Commerce.

The special legislative com'te of the Miller's National Federation on the uniform feeding stuffs law as recently appointed is composed of William G. Crocker, chairman, Minneapolis; Edgar H. Evans, Indianapolis; Eugene Lysle, Leavenworth, Kan.; J. F. Dunwoody, Joplin, Mo.; Asher Miner, Wilkes-Barre, Pa.

Chico, Cal.—The alfalfa mill built by popular subscription will be re-opened, a number of repairs having been made, including the installation of some new machinery. The mill has a capacity of 2,500 tons annually and The Western Grain & Sugar Products Co., of San Francisco, has contracted to deliver the entire output to the consumers. C. E. Bennett is mgr.

Registration of the feedstuffs of Kansas will be conducted by Prof. L. A. Fitz, of the Agricultural College at Manhattan, who has been placed in charge of the registry dept of the laboratory of the experimental flour mill which is being built at that institution. Mr. Fitz has also been entrusted by the Southern Kansas Millers' Club with the framing of the proposed feedingstuff law. He will be assisted by a com'te composed of George H. Hunter of Wellington, M. B. McNair, of Lyons and C. M. Wallace, of Winfield.

Ticonderoga, N. Y.—Up to the first of the year business in all sorts of feeds was very light owing to the late pasturage and bad roads. At about that date there was a decided change in conditions as we had heavy snows making it necessary for farmers to feed heavier and enabling teamsters to put their teams into their regular work. The demand for oats has been very light comparatively while corn has sold much faster than usual. Owing to the extremely high prices of wheat feeds the demand has turned more than usual to such prepared feeds as can be bought for a little lower price. We believe that dealers as a rule have been able to get fair profits on their business and have little cause for complaint.—The Holden Grain & Seed Co.

### Exports of Feedstuffs.

Oil cake exported during the 8 months prior to Mar. 1, 1912, included 43,452,148 lbs. of corn oil cake, 970,759,646 lbs. of cotton-seed oil cake and 396,091,876 lbs.

of linseed oil cake; compared with 52,288,558 lbs. of corn oil cake, 592,972,891 lbs. of cotton-seed oil cake, 400,608,474 lbs. of linseed oil cake exported in the similar period in 1910-11.

Bran, middlings and mill feed exported during the 8 months prior to Mar. 1 amounted to 90,776 tons; compared with 36,019 tons exported in the similar period during 1910-11. Exports of dried grains and malt sprouts during the 8 months prior to Mar. 1 amounted to 46,675 tons; compared with 45,908 tons exported in the similar period in 1910-11. We exported rice bran and polish during the 8 months prior to Mar. 1 to the extent of 10,460,094 lbs.; compared with 12,902,729 lbs. in the similar period in 1910-11, as reported by O. P. Austin, chief of the Bureau of Statistics.

### Enforce Texas Feedingstuffs Law.

Rigid enforcement of the feedingstuffs law seems to be the order of the day in Texas from the number of fines paid by millers and feed dealers in the past few weeks. The main contention is over what shall make up the contents of a bag of feed labeled "corn chops." W. L. Boyett, state food inspector, and B. Youngblood, director of the Texas experiment stations, have ruled that a sack labeled "corn chop" shall contain only corn chops, no corn bran or other adulteration being permissible. The millers have asked that more latitude be given in reference to cotton-seed meal, wheat bran and corn chops. The millers have also protested against the ruling that a sack containing wheat bran and screenings shall be labeled "wheat bran and screenings."

Manufacturers have registered a plea that where the combined percentages of protein and fat in cotton-seed meal are in excess of 50% the feed inspectors ought to allow more than 9% crude fiber, which, in the matter of cotton-seed meal, is largely hulls. Notwithstanding this plea the state inspector has consistently ruled that when the cotton-seed meal contains more than 9% of crude fiber it should be sold as "cotton-seed meal and hulls."

This latter ruling was recently sustained in the courts in the case of a miller who guaranteed to sell cotton-seed meal containing not more than 8% of crude fiber, but when analyzed the meal had from 9% to 10.39% of crude fiber. State Inspector Boyett filed complaint against him before the county attorney in the county in which the sale occurred and the manufacturer did not wait to test his rights in the matter, but in open court pleaded guilty and paid a fine of \$100.

Recently a deputy feed inspector was called before a grand jury in a county in Texas and a true bill was found against a miller who was mixing rice hulls in a feeding stuff and selling it under an official tag for "rice bran." The contention was that this package should have been labeled "rice hulls." When the case was called in court the miller pleaded guilty and paid the fine.

The feed control declares it wishes to enforce the law out of court and that it has been lenient with millers and feed dealers up to the present in the hope that they would all comply with the rulings which have been made. State Inspector Boyett declares, however, that sufficient time has elapsed since the passage of the law for all to become familiar with the regulations and that in the future he would take it for granted that violations are deliberate and proceed with a prosecution on the lightest evidence.

### Misbranding of Gluten Feed.

Misbranding of an interstate shipment of gluten feed from Illinois to Indiana Feb. 19, 1910, was the charge brot against the Continental Cereal Co. recently in the U. S. District Court of Southern Illinois. The government alleged violation of the Pure Food and Drugs Act and the defendant entered a plea of nolo contendere and was fined \$10 and costs.

The product was labeled: (On bag) "100 lbs. Continental gluten feed—fat 14%, protein 33% on dry basis. Continental Cereal Co., Peoria, Ill., U. S. A." (On tag attached to bag) "No. 2204, 100 lbs. Continental Cereal Co. of Peoria, Ill., guarantees this Continental gluten feed to contain not less than 13.5% of crude fat, 31.0% of crude protein and to be compounded from the following ingredients: corn, oats and malt. W. L. Jones, Jr., State Chemist, Purdue University Agri. Exp. Sta., Lafayette, Ind. Not good for more than 100 pounds." Analysis of a sample of the product by the Bureau of Chemistry of the U. S. Dept of Agri. showed the following results: Moisture, 7.57%; ether extract, 11.44%; dry basis, 12.38%; protein, 27.47%; dry basis, 29.72%. Microchemical examination revealed a trace of oat hulls and a large amount of corn bran. The report stated that the product appeared to be at least half bran.

Misbranding was alleged for the reason that the statement upon the bag regarding the ingredients contained therein was false and misleading in that the amount of fat on the dry basis was less than 14% and the amount of protein on the dry basis was less than 33%, and further because the amount of crude fat was less than 13.5% and the amount of crude protein was less than 31%, as provided for by the statement on the tag attached to the bag.

### Imports and Exports of Rice.

Imports of rice, rice flour, rice meal and broken rice during the 8 months prior to Mar. 1, 1912, aggregated 115,795,499 lbs.; compared with 13,896,490 lbs., imported in the similar period in 1910-11. In the 8 months prior to Mar. 1 we exported 25,178,786 lbs. of rice; compared with 5,153,716 lbs. exported in the corresponding period in 1910-11. In the 8 months prior to Mar. 1 we re-exported 5,407,668 lbs. of rice, rice flour, rice meal and broken rice; compared with 3,429,539 lbs. in the similar period of 1910-11, as reported by O. P. Austin, chief of the Bureau of Statistics.

### Imports and Exports of Beans.

Beans and dried peas amounting to 1,214,046 bus. were imported during the 8 months prior to March 1, 1912; compared with 808,693 bus. of beans and no dried peas imported in the similar period of 1910-11. In the 8 months prior to Mar. 1 we exported 267,232 bus. of beans and dried peas; compared with 215,528 bus. in the corresponding period of 1910-11. In the 8 months prior to Mar. 1 we re-exported 137,354 bus. of beans and dried peas; compared with 9,060 bus. of beans and no dried peas in the similar period of 1910-11, as reported by O. P. Austin, chief of the Bureau of Statistics.

The delegates of Millers National Federation met in Chicago Apr. 12 and 13. New officers elected were A. J. Hunt, pres.; F. N. Rowe and H. S. Helm, vice-presidents; A. L. Goetzman, sec'y and F. Reid, counsel.



## Supreme Court Decisions

**Carrier's Liability.**—Where a B/L stipulates that the value of property lost or damaged in shipment shall be computed as of the place and time of shipment, it is not reversible error to charge the jury that the value should be computed at the time and place of delivery, when the evidence is that the value was the same at both places.—*Seaboard Air Line Ry. v. Rentz*. Supreme Court of Florida. 57 South, 612.

**Recovery on Draft for Margin.**—Recovery cannot be had on a draft drawn by G. in favor of plaintiff and accepted by defendant; it being drawn to enable G. to furnish margins for gambling contracts with plaintiff, and the only consideration for its acceptance being the enabling of G. to continue his illegal transactions with plaintiff.—*Burrus v. Witcover*. Supreme Court of North Carolina. 74 S. E. 11.

**Rescission of Sale by Sample.**—Where goods sold by sample were inferior to the sample, and the purchaser, with knowledge of the inferiority, retained the goods, which were of some value, his retention was a ratification of the contract, and, the goods being of some value, the only defense he could make was partial failure of consideration.—*Federal Discount Co. v. Reid*. Kansas City Court of Appeals, Missouri. 144 S. W. 891.

**Arbitration.**—An award made by an arbitrator whose nephew married a sister of one of the principals is not invalid either under the common law or the statute, because of the relationship, for Rev. St. 1895, art. 48, providing that an arbitrator shall not be related to either party by consanguinity or affinity, means relationship by affinity in the third degree.—*Bell v. Campbell*. Court of Civil Appeals of Texas. 143 S. W. 953.

**Title under B/L.**—A carrier is not liable to the owner of cotton, who, in making shipment, conceals his ownership and has B/L made out in the name of the buyer as both consignor and consignee, the cotton being delivered without surrender of the S/O B/L. On bankruptcy of buyer after delivery of cotton the owner has no recourse against the carrier.—*St. L. & W. Ry. of Tex. v. Gilbreath*. Court of Civil Appeals of Texas. 144 S. W. 1051.

**"Blend" under Food and Drugs Act.**—Food and Drugs Act June 30, 1906, c. 3915, § 8, 34 Stat. 770 (U. S. Comp. St. Supp. 1909, p. 1191), provides that the term "blend" shall be construed to mean a mixture of like substances. Regulation 27a, made under the authority of the act, provides that the terms "mixtures" and "compounds" are interchangeable, and indicate the result of putting together two or more food products. Held, that a blend is a compound, but a compound may or may not be a blend; in other words, that the term "compound" does not necessarily denote a mixture of unlike substances.—*Frank v. United States*. U. S. Circuit Court of Appeals. 192 Fed. 864.

**Regulation of Rates.**—In a suit by a railroad company to enjoin the enforcement of an order made by a state railroad commission, fixing rates on a single commodity, on the ground that such rates are unreasonably low and confiscatory, it is incumbent on complainant to show as near as may be the expense of rendering the particular service, and it is not sufficient to entitle complainant to the relief demanded to show that the percentage of reduction made by the order, if applied to all the traffic of the company, would reduce its income below what it is reasonably entitled to earn.—*Texas & P. Ry. Co. v. Railroad Commission of Louisiana*. U. S. Circuit Court of Appeals. 192 Fed. 280.

**Action against Carrier.**—The consignors of a shipment, though not the owners, may maintain an action in their own name for a breach of the contract of shipment.—*Gulf, C. & S. F. Ry. Co. v. A. B. Patterson & Co.* Court of Civil Appeals of Texas. 144 S. W. 698.

**Carbon Copy Good Evidence.**—A carbon copy of document made at the same time and by the same impressions which produced the original may be received in evidence in any case or on any question in which the original writing is competent.—*Leschem v. Brazelle*. St. Louis Court of Appeals, Missouri. 144 S. W. 893.

**Speculative Transactions Lawful.**—Under Comp. Laws, § 11,373, which makes contracts with a broker unlawful only where there is no intention of receiving and paying for the property bought, or of delivering the property sold, the absence of intention on one side only does not avoid the contract.—*E. B. Cadwell & Co. v. Lean's Estate*. Supreme Court of Michigan. 134 N. W. 1110.

**Rights of Transferee of B/L.**—Where the seller of a boat delivered it to a carrier, consigned to his own order, and negotiated the B/L with draft attached, and received full credit therefor upon the books of a bank, the transaction vested the legal title to the boat in the bank, which could not be divested by the carrier's unauthorized act in delivering the boat to the buyer without a surrender of the B/L, or by a garnishment of the buyer by a creditor of the seller.—*Reed v. Racine Boat Co.* Supreme Court of Iowa. 134 N. W. 1069.

**Levy on Crop.**—Where an owner of land merely showed a "share cropper" cribs in which to put rent corn and others in which to put his own corn, and neither had an agreement or understanding that corn placed in the cribs would be taken for rent nor assumed dominion over it after it was placed there, though the tenant believed that corn put in the cribs was to be taken for payment of his indebtedness, there is no such meeting of minds as will bind the landlord as for a sale and delivery.—*Sells v. Price*. Appellate Court of Alabama. 57 South. 265.

**Carrier's Liability for Loss Beyond Line.**—A carrier voluntarily receiving property for transportation to a point on another line in another state is, under the Carmack amendment of June 29, 1906, to the interstate commerce act of February 4, 1887, conclusively treated as having made a through contract of carriage, rendering it liable for the other carrier's negligent failure to deliver the shipment to the consignee.—*Galveston, Harrisburg & San Antonio Ry. Co. and the United States Fidelity & Guaranty Co. v. L. V. Wallace*. Supreme Court of the United States. 32 Sup. Ct. Rep. 205.

**Liability of Carriers.**—Where two or more carriers form an association to transport freight under a trade-name, and in such a name contract with a shipper to carry his freight for a single sum, and divide the freight rate by an arrangement between themselves, they are to be treated as partners, though it does not affirmatively appear that they divide both the profits and losses of the business, and are jointly and severally liable to a shipper for a breach of a carrier's duty.—*R. E. Funsten Dried Fruit & Nut Co. v. Toledo, S. L. & W. R. Co.* St. Louis Court of Appeals, Missouri. 143 S. W. 839.

**Arbitration.**—Where the constitution and by-laws of a membership corporation of commission merchants distinctly provided for the trial and determination of disputes between members and non-members at the instance of the latter, and defendant, a member, voluntarily submitted a claim against him to the corporation's arbitration committee, and by two appeals brought himself within its jurisdiction, he could not thereafter successfully claim that the corporation had no authority to pass on the claim of one who was not a member.—*National League of Commission Merchants of the United States v. Hornung*. Supreme Court of New York. 132 N. Y. Supp. 871.

## TIME FOR WITHDRAWAL OF Offer.

Cooper Bros. of Rio Vista, Tex., who lost their suit against the J. Rosenbaum Grain Co., of Fort Worth, Tex., have been granted a reversal of judgment by the Court of Civil Appeals of Texas.

R. E. Cooper of the firm called the Rosenbaum Grain Co. over the phone and inquired "if they were in the market for some grain?" The company asked how much Cooper "wanted to sell." The answer was "5,000 bus." Cooper then inquired the difference "between sacked and loose grain," to which reply was made "one cent"; that they (the company) would give 49 cents per bushel for sacked and 48 for bulk oats and would "leave the offer open until 6 o'clock" of that day. Cooper then went into the local market for oats to fill the offer and purchased 2,000 bushels of unsacked and 3,000 of sacked oats, and about 11 a. m. of the same day again called up the Rosenbaum Grain Co., which answered between 1 and 2 o'clock, and was then told that he (Cooper) "would ship the oats and a car of loose and a car of sacked would go out tomorrow and the other follow immediately." Cooper was then asked, "Haven't you got our telegram countermanding that order?" And Cooper replied, "I have got no telegram at all." He was informed that "a telegram countermanding the order had been sent," and the grain was refused.

The telegram referred to was in cipher, but translated as follows: "6/8/08. Cooper Bros. Rio Vista, Texas. 42c f o b Rio Vista best new red No. 3 oats or better new sacks El Paso weights and inspection this week's shipment subject to your immediate reply by telegram. J. Rosenbaum Grain Co." It was not actually delivered to Cooper Bros. until about 9 o'clock of the next day after the conversation above detailed. Cooper Bros. sold the oats in question to others for the best price obtainable and instituted this suit to recover the loss.

The Court of Appeals held that the evidence showed an offer on the part of the J. Rosenbaum Grain Co. that was accepted within the period of an option given and before any countermanding order had been brought to the notice of appellants. If so, the offer and acceptance constituted an enforceable contract for the breach of which appellee was liable in damage.

**Mutuality of Contract.**—The court presumably was induced to give the peremptory instruction by the proposition urgently presented here in defense of the court's action, viz., that the contract was unenforceable for want of mutuality. It is true there was no consideration for the option, and until acceptance of appellee's offer there was no contract. Until then the agreement to give the prices stated was wholly one-sided and neither party was bound. But upon acceptance it became otherwise.

**Acceptance.**—It is stated in 35 Cyc. p. 52, on the subject of sales, that: "An offer to buy or sell becomes a binding agreement when the person to whom the offer is made accepts it and communicates his acceptance, or performs an act in compliance with the terms of the offer from which his acceptance may be implied. An offer, unless withdrawn, may be accepted within the time expressly or impliedly limited. \* \* \* An acceptance may be revoked by communication to that effect before the acceptance is communicated but not after." Again, Mr. Beach, on the Modern Law of Contracts (volume 1, § 37), says that: "A person who has made an offer must be considered as continuously making it until he has brought to the knowledge of the person to whom it was made that it is withdrawn." And in the two succeeding sections it is stated that

To Revoke a proposal once made, the revocation must be communicated before acceptance; that an uncommunicated revocation is, for all practical purposes, and in point of law, no revocation at all; that a revocation sent by post does not operate



from the time of posting it. We think these authorities state the law on the subject as it is established by the decisions. Prima facie, therefore, under the facts stated, appellants were entitled to recover notwithstanding the transmission of the telegram alleged to constitute a revocation, and regardless of the further contention as to whether prior to appellants' acceptance either party to the litigation regarded themselves bound.—144 S. W. 358.

## Look to Carrier Rather Than Buyer for Recourse.

Terminal Elevators, Kansas City, Mo., plaintiff, v. S. J. Thompson, Holton, Kan., defendant, before Arbitration Com'te of the Kansas Grain Dealers Ass'n, for loss and damage in transit.

Plaintiff's contention is that on Feb. 7, 1911, it bought of the defendant one car of No. 3 or better white corn at 41c per bushel track Holton or Mayetta, destination grades and destination mill weights, five days' shipment. The car was loaded and billed as directed, to Cordell, Okla., where it arrived about a week later. The corn delivered in the car was found to be damp and tough, short 600 pounds in weight, and the contents were discounted 2c per bu. to the receiver of the car. The plaintiff claims \$34.54 overdraft by reason of the defendant having drawn in full for the shipment—the amount being the difference between loading weights at 41c per bu. and destination weights at 39c per bu.

**Tampered With in Transit.**—The defendant contends that the sale was made upon loading weight and grade. And further, the defendant submits documentary evidence proving that the seal on the car had been changed before it reached its destination, and also affidavits setting forth facts to show that the corn delivered at Cordell was not the corn loaded into the car by the defendant.

Held by the com'te that the sale was made upon destination weights and grades, as shown by the confirmation. The defendant's acceptance of the plaintiff's confirmation without objection was acquiescence upon his part in its terms. The car went to the destination shown in the confirmation, and your committee holds that the defendant and not the plaintiff was liable for the shipment en route to its agreed destination. The defendant must look to the railway companies rather than to the plaintiff to remedy his wrong.

The prayer of the plaintiff is granted, and judgment is rendered for the plaintiff in the sum asked, \$34.54, which amount the defendant is directed to pay to the plaintiff, together with the costs of this case, taxed at \$14.50.

C. A. Smith,  
F. B. Bonebrake,  
Arbitration Com'te.

## No Consent to Cancellation.

Caney Mill & Elevator Co., Caney, Kan., plaintiff, v. Head Grain Co., Winfield, Kan., defendant, before the Arbitration Com'te of the Kansas Grain Dealers Ass'n, to recover for breach of contract.

The Caney Mill & Elevator Co. bot on June 5 and 6, 1911, of the Head Grain Co. one car load of sound and dry No. 4 corn like sample at 55½c per bu. delivered at Caney, Kan. On June 12 the defendant wrote to the plaintiff that the car "sample corn" had been sold elsewhere and hence could not be furnished, but further saying "we have been trying all day to get you another car from that section. The market is off today and if you care to cancel, we will do so, or we will try to get you another car. Kindly let us hear from you before there is any further change in the market." To this the plaintiff replied on the 13th: "Had we not sold against this car we would not mind so much, but inasmuch as we did and cannot replace the corn at the purchase price, naturally expect to get the car of corn." This seems to have brought no reply and the plaintiff wrote other letters asking for the corn or an adjustment, finally advising that the corn would be bought in if no reply was made.

No reply being forthcoming car No. 2 corn 22952 was bot at a cost of 63½c Kansas City, with an 8½c freight rate to Caney. The plaintiff proposes a difference of 3c per bushel between the No. 2 corn and No. 4 corn and that a minimum carload of 40,000 pounds be considered as the amount to fill the purchase, both of which your committee finds to be reasonable. The defendant's plea is that the sale was cancelled on June 12 and that it was then

released from any further obligation to furnish the corn.

Held by the com'te that the defendant's plea is not borne out by the correspondence, that the contract was not cancelled, that it remained in force, and that the advance in the market afterward did not relieve it of responsibility for the fulfillment of its contract. The com'te figures the plaintiff's loss as \$71.50. The defendant is instructed to pay to the plaintiff its loss as above, \$71.50. The costs of this case taxed at \$5.00 to be paid by the defendant, and the Secretary is instructed to return to the plaintiff its deposit fee.

C. A. Smith,  
I. A. Pribble,  
F. B. Bonebrake,  
Arbitration Com'te.

## The First Corner in Corn.

By A DISCONSOLATE BEAR.

One of the earliest corners in corn which history records was manipulated during the Dark Ages by Arch-bishop Hatto II, of Mainz, Germany, in his famous castle elevator on the Rhine. He corralled all the corn in the country and refused to sell at any price. The starving people came to his gates, bringing what gold they possessed and beseeching him to sell. The brutal Bishop, however, stood on his battlements and mocked them. Many of the poor wretches perished from hunger under his very eyes.

Now and then he tossed a golden ear over the heads of the famished ones, who watched it distractedly as it turned over and over and at last splashed in the blue waters of the river, where it was lost. But retribution for such conduct was swift.

One day the Bishop, while chasing the stag on the side of the Rhine opposite his castle, was suddenly surrounded by great swarms of mice which the famine had driven from their usual haunts. To escape the loathsome vermin he plunged his steed into the river. The mice followed, their myriads of tiny feet making a sound like the first pattering drops of a summer's shower.

In the middle of the stream the current swept the Bishop's horse from beneath him, but he himself reached the other shore and staggered, cursing, into his castle. With not a minute to spare he closed and bolted the massive doors before the scampering on-rush of his pursuers. Then once more he mounted his battlements and watched the seething black sea of mice below. They did not shriek and cry, like the people he had watched starve to death. He could not hear them, but how terrible was that silent persistence! He felt, rather than heard, that gnawing, gnawing, gnawing at the massive iron-studded timbers; indeed, towards the last the monstrous Bishop became conscience-smitten, and, falling on his knees, prayed and squealed like a huge bloated mouse himself.

To make a long story short the mice gnawed their way into the castle-elevator and broke the corner in corn in the best possible way—they ate every bushel. By the way, just to make sure that in the future there would be plenty of corn on the market for everybody, they ate the Bishop, too.

The moral is for greedy Bulls. Remember Hatto II.

The Shackelford good roads bill has been ordered favorably reported by the House com'te on agriculture. It provides that the government shall pay for the use of roads over which mail is transported in the rural free delivery service and practically puts the highways on the same plane as the railroads. To put the measure into effect would cost the government from \$15,000,000 to \$20,000,000.

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CHICAGO

The wheat situation, even at the advance, in our opinion, is too strong to suggest any advantage to be gained on the selling side of the market, although there is a reasonable chance for a good reaction, but in the advent of any fair recession in values we believe it will afford another very favorable opportunity for an investment.

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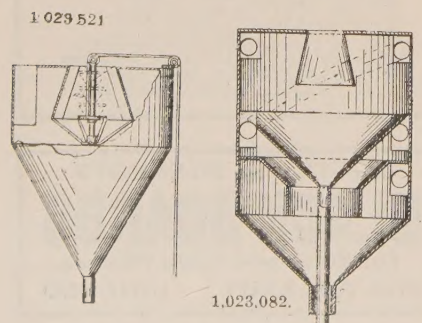
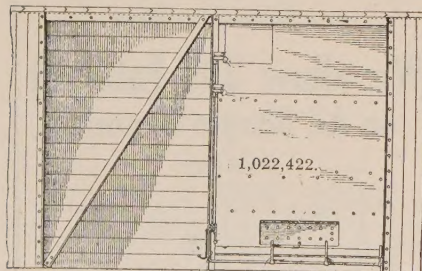


## Patents Granted

**Adjustable Valve for Dust Collector.** No. 1,023,521. (See cut.) Phillip C. Miller, Chicago, Ill. The combination with a dust collector having a restricted purified air outlet, of a tubular guard depending from it, containing a rod supported by braces, carrying a slidable disk so as to vary the unobstructed area of purified air outlet, and means to permit the operator to regulate the position of the disk.

**Combined Car and Grain Door.** No. 1,022,422. (See cut.) Robert C. Johnson and Duncan S. McEwing, Chicago, Ill. In combination, a car having the usual side door opening, a portion of the door extending across the entire width near the top, being made movable with respect to the remainder of the door so as to provide an auxiliary door opening; this portion of the door being mounted on and supported by the door itself, the movable portion of the door having an opening therethru and an auxiliary door for closing the latter opening. The stationary portion of the grain door comprises an open rectangular frame formed of angle iron, a metal sheet secured to the frame which is as wide as the frame but shorter, so as to leave an opening at one end of the frame, an auxiliary sheet lying in the opening with hinges connecting the auxiliary sheet to the frame and one of the sheets being offset adjacent to the meeting edges so as to permit it to overlap the others while both sheets lie in the same plane.

**Dust-Collector.** No. 1,023,082. (See cut.) Gustav A. Kluge, Chicago, Ill. A dust collector comprising a conical dust discharge, surmounted by a cylindrical casing which is divided into upper, central and lower separating chambers, there being a tangential inlet for the dust-laden air, an angular plate secured to the inner walls of the cylindrical casing at a point above the tangential inlet, a truncated cone depending from the plate with the lower portion opening into the lower separating chamber, there being a plurality of tangential outlets from the cylindrical casing, an inverted cone secured to the side walls of the cylindrical casing, forming an upper separating chamber, the top of this cone being in a plane above the tangential outlets, a pipe leading from the cone downwardly thru the dust discharge, there being a plurality of tangential inlets in the upper separating chamber with suitable pipe connections to the tangential outlets in the central



separating chamber, a head secured to the top of the cylindrical casing, there being an axial opening therein for the escape of the purified air, a tabular guard mounted in the opening.

The area of winter wheat harvested in British India is 29,444,000 acres; in countries having 40 per cent (94,000,000 acres) of the total winter wheat area last year, the area this year is 102.2 per cent of last year. Winter cereal crops are in good condition. In British India a preliminary statement of the production of rice is 58,463,104,000 pounds.—International Institute of Agriculture, Rome, Italy.

A decree removing the import duty on corn until June 30, 1912, has been issued by the government of Mexico, owing to the shortage existing within that country. Crop prospects this year are gloomy and the revolutionary disturbances have done even more harm, in one way or another, than the weather. The action of the government comes as a direct appeal from the people of the Vera Cruz district. In former years when it was found expedient to remove the import duty on corn the government has established its own grain depots in different parts of the country and attended to the sale and distribution of supplies among the poor. It is probable that there will be considerable importation from Argentina. Steps will be taken to prevent speculators from gaining control of the market.

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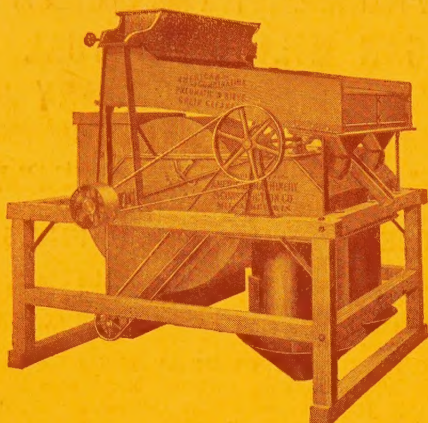
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